WEEKLY DRUG MARKETS

With Prices Current of Drugs and Chemicals

WEEKLY MARKET EDITION OF THE PHARMACEUTICAL ERA
PUBLISHED BY D. O. HAYNES & CO., AT NO. 3 PARK PLACE, NEW YORK
SUBSCRIPTION RATES: UNITED STATES, $4.00; CANADA, $4.50; FOREIGN, $5.00 A YEAR, IN ADVANCE

VOL. I | NEW YORK, JULY 21, 1915 | No. 45

Tartar Products Advance

Salonica Opium Crop Damaged

Narcotic Formulas Changed

Live Arguments on Coupons

Dye Makers Want Tariff

No U.S.P. Standard for Whisky

Important Changes In Original Package Prices

ADVANCED		DECLINED
ACETANILID	OXALIC ACID	BORAGE FLOWERS
BITTER ALMOND OIL	NAPHTHALENE	CANTHARIDES, RUSSIAN
BROMINE	PATCHOULI	CITRIC ACID
CAFFEINE	POTASSIUM PERMANGANATE	CORIANDER OIL
CANARY SEED	ROCHELLE SALT	HELLEBORE ROOT
COUMARIN	SEIDLITZ MIXTURE	LYCOPODIUM
CREAM OF TARTAR	SWEET BIRCH OIL	MENTHOL
CRESYLIC ACID	VANILLIN	SANTONINE
DRAGON'S BLOOD, REEDS	VENICE TURPENTINE, TRUE	SOAP BARK
LIME OIL, DISTILLED		TONGA BARK

D. O. HAYNES & CO., PUBLISHERS, No. 3 Park Place, New York, U.S.A.

Entered as second-class matter Dec. 7, 1914 at the Post Office at New York, N. Y., under the Act of March 3, 1879.

WEEKLY DRUG MARKETS

WITH PRICES CURRENT OF DRUGS AND CHEMICALS
Weekly Market Edition of
The PHARMACEUTICAL ERA

ISSUED EVERY WEDNESDAY

SUBSCRIPTION RATES:

United States, Cuba and Mexico	$4.00 a Year
To Canada	4.50 a Year
To Foreign Countries	5.00 a Year

All subscriptions payable strictly in advance and no order accepted for less than a full year.

Checks to order of D. O. Haynes & Co.

D. O. HAYNES & CO. - Publishers
No. 3 Park Place, New York, U. S. A.
Cable Address: "ERA, New York"

Binders for the Weekly

Subscribers will find it to their advantage to save their copies of this journal for future reference. We supply a substantial Binder which holds the copies for one year. Price 75c. postpaid.

WEDNESDAY, July 21, 1915

DRUG STORE EFFICIENCY

Some interesting facts are brought to light in a recent summary of an investigation of the drug supply of the State of Kentucky which tend to show that a large per cent of the pharmacopœial and National Formulary remedies supplied by druggists differed materially from the official standards. The investigation by the field pharmacist acting under the direction of the Food and Drug Department of that State, also developed the fact that many of the weights and measures tested were inaccurate and far from what they should be, while 52.08 per cent of the 269 stores visited were without weights and measures adequate for the compounding of U. S. P. preparations. In gathering this data the inspector found that a large per cent of the trade are buying their preparations, being unwilling to assume the responsibility of manufacture, "with a growing tendency in this direction."

The conclusions reached in this report are convincing and will apply with equal force to pharmacies throughout the country. Inadequate equipment is responsible for most of the deviations in the strength and standards of official preparations, and if the workman fails to supply himself with the tools with which to work, what can be expected from the workman himself? In the words of the official, "many physicians dispense because of the profits they make on the medicines sold to their patients, but there are others, not quite a few, who dispense because of the inadequate service rendered by the local druggist. This last suggestion should be remedied."

How is the druggist to whom these criticisms are directed to redeem himself? Here are the suggestions offered, some of which are time worn, but unheeded:

1. The use of the Pharmacopœia and National Formulary as your authority in compounding.
2. The use of metric weights and measures when directed.
3. A full supply of apparatus as directed for use by these authorities and needed for accurate prescription work.
4. The use of material in compounding conforming to U. S. P. standards.

LIQUORS AS MEDICINES

The reported action of the Committee on Revision to drop whisky and brandy from the forthcoming edition of the Pharmacopœia has given rise to much discussion in the newspapers and elsewhere, as to the effect the removal of these liquors from the official guide would have upon the future sale of these articles by pharmacists for medicinal purposes. The action of the committee in taking this stand has been characterized as one in which the "prohibitionists have apparently mastered the revision for the time being," and other equally foolish and perverted statements.

In the first place, the Pharmacopœia grants no rights or privileges to sell liquors whatsoever, for it is merely a book the text of which is confined to the definition and description of a selected list of drugs and chemicals, their official tests and requirements, and accepted formulas for numerous preparations. In other words, it is a book of standards, and for the substances named therein, it has been adopted by the Federal and the various State governments as the final authority as to their character and composition. It possesses no authority to compel or forbid the use of any agent for remedial purposes, and the fact that whisky and brandy may be dropped from the list of official substances defined by the Pharmacopœia, will not remove them from the armamentarium of the physician who wishes to prescribe them.

The Pharmacopœia has never given any one the right to sell whisky or brandy for medicinal purposes, although these substances have been prescribed as medicines by physicians for centuries and named as official spirits in all of the various revisions of the Pharmacopœia. To quote the Federal ruling on the subject, "The law does not treat distilled spirits as a drug or medicine, and doctors or druggists are not permitted to sell it as such without first paying the special tax required of dealers in liquors."

The attempt to obscure the decision by calling it a prohibition victory, or to say that these liquors no longer possess any remedial value, is as far from the truth as one can well imagine. As we see it, physicians who desire to do so, will continue to prescribe liquors as medicinal agents whether they are included in the Pharmacopœia or not, and pharmacists will continue to fill such prescriptions and to sell such spirits for medicinal purposes, providing they comply with the statutory requirements, as the manner of handling such sales is wholly a matter of State regulation and is in no way affected by the Pharmacopœia.

The Case For or Against Profit Sharing Coupons

Advertising Manager of Toilet Goods Concern Opposes Them But Admits Arguments of Premium People Are Logical—Other Views

Profit sharing coupons continue to be the subject of contention. This version of the old trading stamp scheme is being forced upon retail druggists whether they like it or not through the fact that many manufacturers are now packing coupons in their products. The problem apparently is as difficult for the manufacturer to solve as it is for the retailer. The advertising manager of a big concern manufacturing toilet preparations tells his side of the story in the following interview:

"In the first place, let us explain that we are opposed to the coupon method of sales promotion, although it is probable that our reasons for arriving at this conclusion might be peculiar to ourselves, and not general in their application to others.

No Competitive Advantage

"We believe the criticism of the lack of exclusiveness of the scheme is fundamentally sound. If all the dealers in a community handle coupon-goods, then no dealer can gain an advantage over his competitor except by giving away an undue percentage—which constitutes an additional and particularly easy method of price-cutting—already too easy. If the advocates of the coupon retort that only one coupon is packed with each package and the dealer has no 'extras,' the situation comes right back to where we started—that between *dealers* there is no competitive advantage.

"That there may be an advantage to the maker of the product that packs coupons must, however, to some extent, be admitted. We take the liberty to differ with the commonly made objection that 'the idea of something for nothing' is contrary to all laws of nature, and we may explain by saying that while we understand that no one actually *gets* something for nothing, and that the law of compensation always holds good, any proposition that *seems* to offer this has a deep-seated appeal to human nature. The bargain-counter instinct is in all of us, and the fact that about 10,000,000 people collect coupons is a pretty conclusive answer to that question.

Coupon Peoples' Explanation Logical

"And we must remember that the coupon people have a very reasonable and logical explanation for this. They say, in effect:

" 'This is not something for nothing. There can be no such thing. It is a cash discount figured out to each item sold. Or, if you wish, it is a small share of the profits to each purchaser who makes possible, by his repeated purchases of this item, a larger and therefore a more profitable volume of business.'

"The coupon people have a mighty well thought out argument, with some sound reasoning behind it. We have given a careful hearing to some of their representatives—men with broad advertising and selling experience. We have a wonderfully complete file of literature on coupon plans, and we are frank to say that an impartial judge would probably say that the coupon people had the preponderance of evidence. We are not impartial. We are prejudiced against coupons. But we are anxious to have our views sustained by other evidence against them than our own analysis of the plan, and thus far the evidence we have seen has been lamentably weak.

"A symposium which simply recorded a vote, "I am for," or "I am against," would have a certain value for any manufacturer, because if he were inclined to favor the coupons,

(*Continued on page* 18)

Elimination of Liquors From U. S. P. Approved

Country-wide Comment Follows Action of Committee of Revision—Prof. Remington Makes an Explanation

The action of the Committee on Revision of the United States Pharmacopœia in eliminating whisky and brandy from the forthcoming edition of this official book has been the subject of country-wide comment. It is approved in most quarters, though the anti-prohibitionists describe it as "the raid of the prohibitionists upon the revision of the Pharmacopœia."

Prof. Joseph P. Remington, chairman of the committee of revision, has given out the following statement to the press at his summer home in Longport, N. J.:

"Roosevelt decided during his administration that straight whisky or pharmacopœial whisky is entitled to the qualified name, whisky. Other whisky was blend or compound.

"President Taft reversed this ruling and allowed other whiskies than straight to be called whisky without qualification. This made any tests in the United States Pharmacopœia worthless.

"After four years of discussion it was decided by a majority vote that in the forthcoming revision of the Pharmacopœia both whisky and brandy should be deleted. The authority of the Pharmacopœia is therefore maintained."

Dr. Carl L. Alsberg, chief of the United States Bureau of Chemistry, has recently pointed out that many products not listed in the pharmacopœia are sold by druggists. He called attention to the fact that none of the patent medicines are listed there.

Explanation by Dr. Wiley

Dr. Harvey W. Wiley, former chief of the United States Bureau of Chemistry, and now president of the United States Pharmacopœial Convention, declares that there is a misapprehension that the deletion of whisky and brandy from the Pharmacopœia will prevent physicians from prescribing them. Dr. Wiley made this statement:

"Physicians can prescribe any remedies they please if they are remedies, but I doubt whether the physician could prescribe a beverage, controlled by the food and drugs act, to be sold in any locality not authorized to dispense the same.

"Any other view of the matter would be winking at a violation of the internal revenue laws. If a physician wishes to prescribe brandy as a tonic, the only place it could be purchased would be at a saloon having a license to sell it.

"On the contrary, alcohol, being recognized as a pharmacopœial product, could be prescribed and the prescription filled by a pharmacist. It would be used as a stimulant or applied externally. Thus it appears to me that the status of alcohol on the one hand and whisky and brandy on the other is entirely different.

"I think that all reputable physicians will recognize the fact that whisky and brandy are no longer remedies. They will recognize them only as beverages. For that reason they will not often prescribe them. If brandy is prescribed as a tonic ,the man will be sent to the saloon, authorized to sell intoxicants."

Dr. Wiley's attention was directed to the fact that the Internal Revenue officers mention the National Formulary as well as the United States Pharmacopœia. He said: "That is true, but neither whisky nor brandy appears in the National Formulary."

"Give Us Protective Tariff" Say Dye Manufacturers

Famine of Colors in This Country Leads to the Proposal of Various Schedules—Government Would Enlist Services of Swiss

"Give us a protective tariff high enough to keep out cheaply made foreign dyes after the war is over and capitalists will not hesitate to provide the money necessary for the enlarging of American plants sufficiently to supply the dyestuffs required in this country."

That is the dictum of leading American dye manufacturers, who are inclined to belittle the efforts of the Administration officials at Washington to end the "dye famine," threatening industrial interests in this country, by entering into arrangements with Swiss color makers by which the latter will supply this country with finished dyes in return for crude coal tar products and intermediates.

In the first place, so it is asserted, the quantity of coal tar intermediates being produced in the United States is not large enough to supply even the demand of American manufacturers, so that the quantities which could be shipped to Switzerland would not make enough aniline colors to relieve the shortage in the United States to any appreciable extent.

Arrangement Would be Temporary

Furthermore, such an arrangement would, it is argued by some, be highly displeasing to the German manufacturers, upon whom the Swiss color makers are dependent for their supplies of coal tar products in normal times, and the latter might be expected to hesitate before incurring the displeasure of their Teutonic neighbors, by entering into a business that at best, promises to be only of a temporary character.

The latest proposal of the Bureau of Foreign and Domestic Commerce to engage a corps of Swiss dyestuffs chemists to aid in the development of the industry in this country, seems a more practical suggestion. With men who know something about making colors on the ground, it would, undoubtedly, be possible to provide them with the equipment necessary to ply their calling.

"The transfer of a sufficient corps of Swiss expert color chemists to the United States at this critical moment," says Dr. Thomas H. Norton, of the bureau, "probably would enable the industry to become so thoroughly rooted in the economic life of the country that on the return of normal international exchanges legitimate competition of foreign rivals could be easily and effectually met."

Wants Protective Tariff

President Stone of the National Aniline & Chemical Company is one of those who strongly advocates the idea of a protective tariff to stimulate the production of dyestuffs in this country. "The present situation," he says, "is that the American consumers are now practically dependent on American manufacturers for their supplies, the imported stocks being very small, and while the American manufacturers are increasing their plants and doing their utmost to supply larger quantities, they can never do so for the total amount needed until they are properly protected by a sufficient tariff to warrant their putting up the large capital necessary to produce the required quantities under normal conditions, when they are obliged to compete with European manufacturers."

Mr. Stone states that his company has received orders for 4,000,000 pounds of direct black dye to be delivered during 1916. More than $300,000 is being spent by the concern on its Buffalo works to manufacture the extra dye, and the surplus profits obtained from the trade will be used to fortify the company against loss on its plant in the face of the competition expected at the close of the European war.

BALTIMORE DRUG COMPANY SUED

The Watts Drug Company, Baltimore, has been sued for $20,000 damages, the plaintiff, Mrs. Anna Mary Kerr, alleging that her eyesight was permanently injured and her memory and understanding disturbed by a prescription carelessly compounded on January 12th last.

Formulas Changed Owing To Anti-Narcotic Laws

Some Manufacturers of Pharmaceutical and Proprietary Medicines Take Measures to Place Goods Under the Exemption Clause

Various manufacturers of pharmaceuticals and proprietaries containing narcotics announce that they have changed their formulas so that the preparations made therefrom will be exempt from the provisions of the Federal and State anti-narcotic laws, or that they have withdrawn their preparations containing the narcotic drugs from the market altogether.

Evidence of these changes is seen in the revision of the Era Narcotic List, compiled by *The Pharmaceutical Era*, now under way, but as to the number of preparations of this character affected, no trustworthy data is now obtainable upon which to base even an estimate. Most of the preparations withdrawn have been those which, either were not used extensively enough to justify the manufacturer in going to the trouble and expense that would be necessary to keep his preparations on the market, subject to the provisions of the new law, or had such a large narcotic content that the formulas could not be changed without destroying their medical efficacy.

The only preparations and medicines having a narcotic content, the sale and distribution of which have not been affected, are those which do not contain more than two grains of opium, or more than one-fourth grain of morphine, or more than one-eighth grain of heroin, or more than one grain of codeine in one fluid ounce, or if a solid or semi-solid preparation, one avoirdupois ounce. Relatively, it is said, but few of the many thousands of manufacturers of proprietary remedies have been forced to change their formulas to bring their preparations within the exemption clause.

The sale of cocaine or coca leaves, except on physicians' prescriptions, is now prohibited in any quantity or in any form, and under a recent ruling of the Treasury Department, all local anesthetics are considered therapeutic substitutes for cocaine, thus coming under the provisions of the law.

Interesting Question Arises

The character of the changes that have been made has not, in many instances, been stated, and the question naturally arises, to what extent was the preparation dependent upon the narcotic content for its therapeutic effect? Has the manufacturer in the change or modification of his formula simply dropped the narcotic content down to the quantity permitted by the law, or has he omitted from his preparation the narcotic drug altogether? The answer to these questions is bound to suggest some reflections upon the claims advanced by the manufacturers for the efficacy of their remedies in the past. If these remedies were heretofore dependent upon the presence of opium or other narcotic for their therapeutic effect, what substitute can the manufacturer now use which is similar in action but whose use is not proscribed by the narcotic laws?

If the amount of opium were reduced to the official maximum permitted under the law, it would seem that the quantity would hardly be sufficient to impart the medicinal effect intended.

There have been a number of flagrant examples of proprietary preparations exploited in past years which in narcotic content exceeded any legitimate requirement for general medication. But an analysis of the situation seems to indicate that a large number of the remedies having a general sale have never contained and do not now contain narcotics, and the number of manufacturers who have announced changes in their formulas to exempt their preparations from the provisions of the law is very small when compared with the total number of makers of manufactured medicinal products scattered throughout the country.

A. A. Wasserscheid, sales manager of the New York branch of the Mallinckrodt Chemical Works of St. Louis, is spending his vacation at Lake Otsego, New York.

London Confirms Damage To Salonica Opium Crop

Prohibition of Imports from Turkey is Indicated—Quinine is Higher and Salicylates Advancing

(*Special Cable to* WEEKLY DRUG MARKETS.)

LONDON, July 20—Business in drugs and chemicals is fair. Cod liver oil is lower at 325s. per barrel. Caustic potash presents a sold-out appearance, 88 to 90 per cent being held at 200s.

Bromides are higher owing to scarcity. Opium is firmer, imports from Turkey being closely prohibited. Reports of rain damage to Salonica crop have been confirmed. Acetic acid is advancing, 80 per cent being quoted at 65£ per ton, and 90 to 100 per cent at 85£ per ton.

Quinine is higher at 1s. 5d. per ounce, and salicylates are advancing. Among the items which show a lower range are copper sulphate, jalap, formaldehyde, the output of British make having been enlarged; castor oil and cloves, ampler arrivals of the last-named being reported.

London Letter

(Correspondence WEEKLY DRUG MARKETS)

LONDON, July 6.—Quite a number of proclamations have been published during the last few days both in this country and abroad still further restricting the exportation of commodities falling within the scope of the drug and kindred trades. On the part of our Government all trading from July 26 will now be forbidden with alien enemies in China, Siam, Persia or Morocco in the same manner as with their home countries. Further, a large number of products entering into our export trade have been added to the list of prohibitions to all destinations. Norway and Sweden have similarly issued lists and as regards the Netherlands, the arrangement already partly in operation between this country is now enforced by proclamation forbidding the export of all articles unless consigned to the Netherlands Oversea Trust.

This new "trust," if it affords all the safeguards and facilities claimed for it, will prove of inestimable value and should be adopted by all neutral countries, since it is probably the only practicable means by which they will be able to extricate themselves from the chaos which these ever-increasing prohibitions are creating.

Confusion in War Trade Department

Judging from the confusion existing at our own war trade department, which was specially set up for the purpose of granting licenses and permits for export and giving effect to Government prohibitions, the sooner such a trust of overseas trade experts is constituted the better for the manufacturers and traders of this country. Goods imported with the express intention of being re-exported are forcibly retained and transactions which have entailed risks and protracted negotiations in bringing about are rendered abortive just at the point of completion to the loss and disappointment of all concerned, without the country, in many cases, being even remotely benefited. That we are not the only sufferers is evidenced by a letter just received from an influential firm of chemical manufacturers in Switzerland, touching their new law of prohibition of exports. They declare themselves unable to obtain redress and consequently must cancel all orders. They are positively "stupefied" at the difficulties placed in the way of their commerce, which they are powerless to remove, and express the hope that the Swiss Government will found the trust proposed by the French and British Governments.

When last month we pointed out the small cloud on the horizon this sudden squall was not contemplated. If the war is to be prolonged, as there is now every appearance of it being—the Kaiser's utterance yesterday to the contrary notwithstanding—this phase of restricted commerce into which we are just passing will be much more generally and acutely felt as time goes on and must sooner or later equally affect traders on your side.

What now more nearly concerns the commercial world while all these sacrifices are being made is what will ultimately be the condition of the trade of this country when peace comes. Capital will have been heavily drawn upon and otherwise diverted into unproductive channels. Our manufacturers will have difficulty in developing their industries to their old level and the return of our troops will have to be met by suitable employment. All these questions are likewise of vital importance to the United States, as the tide of trade will undoubtedly continue to flow in your direction.

May your correspondent here be permitted in a few words to record with gratitude what is universally acknowledged here the imperishable services being rendered by countless Americans at the British front in providing hospitals, nurses and medical aids of all kinds as well as nursing and convalescent homes throughout this country for the wounded on their return. It is all being done so lavishly yet without ostentation, that it is finding a deep echo of appreciation everywhere.

London Markets

LONDON, July 6.—There is a fair business doing in drugs and the demand for heavy and fine chemicals keeps active. The sudden further spurt in cod liver oil from Norway has, with the second big advance in rectified spirit, provided the sensation of the week. The former is supported by a syndicate comprising all the Norwegian refiners (except one), which is evidently losing no time in controlling the market, having advanced quotations by fully 50s. per barrel this week. It is currently rumored on 'change that the price will reach 500s. before Christmas.

RECTIFIED SPIRIT—Was advanced by the leading distillers by a further 7d. per gallon, making 9d. in all during June. Methyl, ether and chloroform are moving up in sympathy.

CITRIC ACID—Is in firm hands and fetches 3s. 5½d. less 5 per cent per pound.

TARTARIC ACID—Is fully maintained at 2s. 2d. less 5 per cent per pound.

CREAM OF TARTAR—197s. 6d. per cwt.

QUININE—Is steady at 1s. 4½d. for Amsterdam.

QUICKSILVER—The higher price of £17 5s. has been paid and further advances are expected.

MERCURIALS—Have risen in second hands to 6d. per pound above the prices last quoted by makers previous to their withdrawal from the market.

POTASH—Caustic is becoming exceedingly scarce, 160s. being nominally quoted.

POTASH PERMANGANATE—As to quantity, fetches 275s. to 280s.

ACETYL SALICYLIC ACID—Some fresh arrivals have taken place and sales limited to lots of 50 pounds have been made at 35s. per pound.

MENTHOL—Is easier at 9s. 8d. per pound.

SAFFRON—Spanish No. 1 is held for 45s. per pound.

GUM TRAGACANTH—A parcel of 2,000 cases has arrived. Good quality continues to keep up in price, but the lower grades can be bought under asking prices, being decidedly easier.

BROMIDES—Further lots have arrived and appear to be going direct into consumption as little is obtainable on spot. Potassium fetches 8s. 6d. to 9s. per pound.

CAFFEINE—Manufacturers are supplying the home trade with 4-pound lots at 18s, while asking 20s. per pound for export.

COCAINE—Has a somewhat heavy appearance and is doubtless depressed by the large arrivals of leaves. Of these latter, 2,690 packages of Java description are up for auction in Amsterdam on the 15th inst., the total weight being about 145 tons.

New York Markets

Manufacturers Announce Higher Prices for Tartar Products—Market for Oxalic Acid is Excited on Heavy Buying—Cod Liver Oil Quiet

Further advances in prices for tartar products and an excited market for oxalic acid have featured trade in drugs and chemicals within the past week.

Tartaric acid, cream of tartar and Rochelle salt were each marked up 1 cent, while the quotation for seidlitz mixture was raised ½ cent. Manufacturers of these products are becoming alarmed over the prospective shortage of argols or crude tartar the coming season. These fears are based on reports from France stating that owing to the scarcity of labor the wine casks are not being so thoroughly overhauled as they usually are before new wine is put into them and in consequence smaller quantities of argols are being recovered.

Recent importations of argols have been only a small fraction of their usual volume and stocks on hand have been drawn upon so heavily that they will soon need to be replenished. A similar situation exists in the London market, where the demand for all tartar products has been especially active. A brisk export inquiry augments the buying for domestic requirements in the New York market.

The price of oxalic acid has been jumping up a cent or two between transactions and the present quotation of 35 to 36 cents represents an advance of fully 9 cents a pound from that of a week ago. With supplies from Germany and Norway cut off, the output in this country is proving inadequate to meet the large demands in connection with various industrial manufacturing processes, both on domestic and foreign account. Unlike some of the other acids which have advanced to high prices in the last few months, oxalic acid is not used to any large extent in the manufacture of explosives. It is employed principally in bleaching straw used in paper manufacturing and in dyeing. Permanganate of potassium and various other heavy chemicals which enter into the making of explosives continue in active demand.

Cod Liver Oil Market Nominal

The market for cod liver oil has been quiet and in the absence of transactions of any moment, prices quoted by dealers are merely nominal. Needless to say, the figures named by those who are known to have any stock in their possession are considerably higher than are quoted by brokers who have buying orders which they would like to fill. The Norwegian refiners who are supposed to have "pooled" their interests have made no recent declaration of their intentions and until something more definite is heard from that quarter, the market here promises to be largely a matter of guess work. Interest, however, is not lacking as the trade in a few weeks time will have to consider seriously the problem of obtaining supplies for fall and winter consumption, which, in view of the small stocks now available and the attitude of the foreign refiners, may prove a difficult one to solve. A little Norwegian oil is reported to have sold at $70 a barrel, but it is doubtful if any large quantity could be had at that figure. The quotation for Newfoundland is holding around $45 a barrel, but the refiners of the latter are not offering anything, as they are still in the dark as to how much crude oil the Newfoundland fishermen will bring this season.

Slow Trade in Narcotics

Arrivals of opium continue more than ample to keep the trade supplied and stocks on hand are being carried at a heavy cost owing to the slow turnover. Export demand is fair but domestic buying has not picked up any as yet, though it is expected that when the heavy stocks accumulated by druggists and habitual users of the drug prior to the time the Harrison law went into effect, have been consumed, the volume of buying will be somewhat larger than it has been in the past few weeks. It is now estimated that when the trade eventually becomes thoroughly adjusted to the new anti-narcotic laws, it will be found that consumption of opium and its derivatives has been cut down about one half. There is still a difference of opinion among holders as to the market value for opium and prices being asked for druggists' quality gum range from $7 to $7.25 in cases.

Morphine and Codeine—No change in prices for either of these alkaloids is noted, manufacturers having large supplies on hand. Recent sales have been mostly for export account.

Quinine—Cinchona bark offered at the Amsterdam auction a week ago brought relatively high prices and there is every indication that the European makers of salts for some time to come, in fact as long as the war lasts, will not find it to their advantage to ship any of their product to this country. American manufacturers consequently will have things pretty much their own way in the home market. They have not found any occasion to revise prices for their product, and are holding it firm on the basis of 30 cents per pound in bulk. That figure seems to be high enough to check buying for export, which domestic makers have sought to discourage in order to prevent a shortage of supplies in this country.

Acetanilid—Manufacturers have not changed their prices, because they have little or nothing to offer, but for stocks in second hands, buyers, particularly exporters, have been willing to pay high quotations. Some sales are reported to have been made as high as a dollar a pound. The difficulty of obtaining aniline oil has reduced the output of acetanilid.

Acetphenetidin—Supplies are small and practically none is being offered under $5.

Bromine and bromides—While the production of bromine is heavy the output has practically all been sold on contracts for some weeks to come and exporters are offering to pay as high as $2 to $2.25 for stocks in second hands. Prices asked for bromide preparations in second hands are also considerably above the quotations recently named by manufacturers.

Caffeine—Demand continues active and manufacturers are holding their output around $6.50, while still higher prices are asked for supplies in second hands, which are not very large.

Cantharides—Offerings of Russian flies have increased owing to recent arrivals by way of Archangel and holders have lowered their prices about $1, the whole flies being quoted at $4.50 to $5, and the powdered at $5 to $5.50. The Chinese grades remain unchanged.

Coumarin—Buyers show a willingness to pay higher prices for the meager quantities offered. Sales have been made as high as $6.50.

Cream of Tartar—Manufacturers have revised their quotation on the crystal variety to 33c and the powdered to 34c, announcing that they are not entering into contracts or taking orders for future delivery.

Cuttlefish Bone—Demand has been less active of late and the Trieste grade has been reduced in price by the majority of dealers, being quoted at 32c to 35c, according to dealer and size of order.

Glycerin—Prices for the chemically pure have eased off about a cent, but there is no change in the dynamite grade or the saponification or soap lye grades.

Lycopodium—Holders have shaded the price of this product about 5c owing to a moderate increase in offerings. It is quoted at 85c to 90c.

Menthol—Spot stocks are moderately heavy and are moving slowly. Holders have been inclined to shade the price since recent arrivals of 25 cases from Havre, France, and the quotation for broken lots is $2.55 to $2.65.

Mercurials—All varieties of hard and soft are holding firm at advanced quotations named a week ago. Quicksilver is holding firm around $100 a flask.

Naphthalene—Offerings are light and 15 cents is about the price being asked by the majority of holders for both the balls and the flake.

Potassium Permanganate—Seemingly stocks of this salt bought on speculation are still large enough to enable buyers to supply their immediate needs if they are willing to pay the prices asked. Sales within the week have been made at 95c and $1.

Rochelle Salt—The new price announced by manufacturers is 26c.

(*Continued on page* 8)

Drugs and Chemicals in Original Packages

NOTICE—The prices herein quoted are for large lots in Original Packages as usually purchased by Manufacturers and Jobbers. See Jobbers' Prices Current for prices to Retail buyers

NOTE—Suggestions from subscribers concerning items which they would like added to this list, or any further information desired, will receive prompt attention.

DRUGS AND CHEMICALS

Acetanilid	lb.	.75	— 1.00
Acetone	lb.	.30	— .33
Acetphenetidin	lb.	4.75	— 5.00
Agar Agar	lb.	.35	— .60
Alcohol, 188 proof	gal.	2.54	— 2.56
190 proof, U. S. P.	gal.	2.56	— 2.58
Cologne Spirit, 190 proof	gal.	2.58	— 2.60
Denatured, 180 proof	gal.	.38	— .39
188 proof	gal.	.39	— .40
Wood, ref., 95 p.c.	gal.	.45	— .47
97 p.c.	gal.	.50	— .52
Purified	gal.		— .80
Almonds, bitter	lb.		— .40
Sweet	lb.		— .39
Meal	lb.	.28	— .30
Aloin	lb.	.87	— .93
Ammonium Carb., U.S.P.	lb.	.08½	— .09½
Bromide	lb.		— 1.40
Iodide	lb.	3.95	— 4.00
Muriate, C. P.	lb.	.18	— .19
Amyl Acetate	gal.	2.60	— 2.75
Antimony, needle	lb.	.24	— .25
Sulphate, 16/17 per cent Free sulphur	lb.	.45	— .55
Crimson	lb.		— .75
Antipyrine	lb.	10.00	—12.00
Areca Nuts	lb.	.12	— .13
Argols	lb.	.18	— .20
Arrowroot, Bermuda	lb.	.43	— .45
St. Vincent, bbls.	lb.	.06½	— .07
Arsenic, red	lb.	.12	— .12½
White	lb.	.04	— .05
Balm of Gilead Buds	lb.	.21	— .23
Barium Chlorate	lb.	.16	— .17
Nitrate	lb.	.12	— .14
Peroxide	lb.	.22	— .23
Bay Rum, Porto Rico	gal.	1.55	— 1.60
St. Thomas	gal.	2.90	— 3.00
Benzol, pure white	gal.	.90	— 1.10
Bismuth, Citrate	lb.	2.70	— 2.80
Salicylate	lb.	2.55	— 2.60
Subcarbonate	lb.	2.80	— 2.85
Subgallate	lb.	2.35	— 2.40
Subnitrate	lb.	2.50	— 2.55
Borax, in bbls.	lb.	.05½	— .06
Bromine, bulk	lb.	2.00	— 2.25
Burgundy Pitch	lb.	.07½	— .08
Caffeine, alkaloid, bulk	lb.	6.50	— 7.50
Citrated	lb.	4.00	— 4.50
Calcium, Hypophosphite	lb.	.77	— .79
Camphor, Am., refined, bbls. blk.			— .43
Japan, refined	lb.	.43	— .45
Squares of 4 ounces	lb.		— .44
16's in 1 lb. carton	lb.		— .45½
24's in 1 lb. carton	lb.		— .46
32's in 1 lb. carton	lb.	.46	— .46½
Cases of 100 blocks	lb.	.43½	— .44
Monobromated	lb.	2.00	— 2.25
Cantharides, Chinese	lb.	1.25	— 1.35
Russian	lb.	4.25	— 4.50
Powdered	lb.	4.50	— 5.00
Powdered	lb.	6.00	— 6.50
Cassia Fistula	lb.	.10	— .10½
Chalk, prec. light	lb.	.04½	— .05½
Heavy	lb.	.03¾	— .05
Chloral Hydrate	lb.	.90	— 1.00
Chloroform	lb.	.30	— .40
Cocaine, hydrochloride bulk	oz.	3.50	— 3.75
Codeine, alkaloid, bulk	oz.	6.45	— 6.65
Ounces	oz.	.650	— 6.70
Eighths	oz.	6.70	— 6.90
Phosphate	oz.	5.85	— 6.05
Sulphate	oz.	6.15	— 6.35
Colocynth, Trieste, whole	lb.	.22	— .35
Pulp	lb.	.40	— .50
Cocoa Butter, bulk	lb.	.30	— .32
Fingers	lb.	.34	— .34½
Coumarin	lb.	6.25	— 6.50
Cream of Tartar, cryst.	lb.	.33	— .35
Powdered, 99 p.c.	lb.	.34	— .35
Creosote, Beechwood	lb.	.95	— 1.00
Cresol, U. S. P.	gal.		— 1.50
Cuttlefish Bone, Trieste	lb.	.32	— .35
Jewelers', large	lb.	.70	— .75
Small	lb.	.45	— .50
French	lb.	.18½	— .19
Dextrin, imported, Potato	lb.	.10	— .12
British Gum	lb.	nominal	
Domestic Potato	lb.	.08	— .10
Dragon's Blood, mass	lbs.	.25	— .60
Reeds	lb.	.75	— .80
Epsom Salt (see Mag. Sulph).			
Ergot, Russian	lb.	.90	— .95
Spanish	lb.	.90	— 1.00
Ether, U.S.P.	lb.	.15	— .20
Washed	lb.	.18	— .27
U.S.P. 1880	lb.	.22	— .28
Eucalyptol	lb.	.65	— .70
Formaldehyde, 40 p.c.	lb.	.09	— .10
Gelatin, Silver	lb.	.45	— .50
Gold	lb.	.40	— .42
Glucose	100 lbs.	2.36	— 2.42
Glycerin, C.P., bulk, drums. and bbls. added	lb.	.21	— .22
C. P., in cans	lb.	.22	— .22½
Dynamite, drums included	lb.	.20½	— .21
Saponification, loose	lb.	.16½	— .17
Soap Lye, loose	lb.	.14¼	— .15
Grains of Paradise	lb.	.30	— .35
Guaiacol, liquid	lb.		— 2.50
Guarana	lb.	1.10	— 1.20
Haarlem Oil	gross	2.25	— 2.30
Hops, N. Y. 1914 prime	lb.	.18	— .20
Pacific Coast 1914 prime	lb.	.18	— .20
Hydrogen Peroxide	gross	5.50	—13.50
Hydroquinone	lb.	4.00	— 4.50
Iodine, Resublimed	lb.	3.75	— 3.80
Iodoform	lb.	4.20	— 4.35
Isinglass, American	lb.	.75	— .80
Russian	lb.	5.50	— 5.75
Kola Nuts, West Indian	lb.	.09	— .10
Lanolin, hydrous	lb.	1.25	— 1.50
Anhydrous	lb.	1.75	— 1.85
Licorice, mass	lb.	.12	— .15
Licorice, Stick, domestic	lb.	.20	— .22
Foreign	lb.	.23	— .25
Lupulin U. S. P.	lb.	2.25	— 2.30
Lycopodium	lb.	.85	— .90
Magnesium Carbonate	lb.	.04½	— .06
Oxide, heavy tech.	lb.	.45	— .50
Sulphate, Epsom Salts, domestic, in bbls.	100 lbs.	4.00	— 4.50
Manna, large flake	lb.	.80	— .85
Small flake	lb.	.45	— .50
Sorts	lb.	.42	— .45
Menthol, Japanese	lb.	2.55	— 2.65
Recryst.	lb.		— 4.50
Mercury, flasks	each	95.00	100.00
Bisulphate	lb.	1.21	— 1.22
Blue, mass	lb.	.72	— .73
Blue Ointment, 33 1-3 p.c.	lb.	.80	— .81
50 p.c.	lb.	.90	— .91
Calomel, American	lb.	1.43	— 1.45
Corrosive Sublimate, cryst.	lb.		— 1.35
Powdered	lb.		— 1.30
Red Precipitate	lb.	1.56	— 1.66
White Precipitate	lb.	1.66	— 1.71
Metol	lb.	7.00	— 8.00
Mirbane Oil	lb.	.45	— .50
Morphine, sulphate	oz.	5.00	— 5.05
1-oz. vials	oz.	5.05	— 5.10
¼-oz. vials, 2½-oz. boxes	oz.	5.25	— 5.30
½-oz. vials, 1-oz. boxes	oz.	5.30	— 5.35
Diacetyl	oz.	5.95	— 6.30
Moss, Iceland	lb.	.09	— .10
Irish	lb.	.12	— .18
Musk, pods, Cab	oz.	8.00	— 8.50
Tonquin	oz.	13.00	—15.00
Grain, Cab	lb.	12.00	—15.00
Tonquin	oz.	15.00	—19.00
Druggists'	lb.	16.00	—17.00
Synthetic	lb.	8.00	— 9.00
Naphthalene, flake	lb.	.15	— .16
Balls	lb.	.15	— .16
Nux Vomica, whole	lb.	.06½	— .07
Powdered	lb.	.10	— .11
Aleppo	lb.	2.50	— 2.75
Virgin	lb.	3.50	— 6.50
Opium, cases	lb.	7.00	— 7.25
Jobbing lots	lb.	7.05	— 7.30
Powdered, U. S. P.	lb.	8.15	— 8.25
Granular	lb.	8.25	— 8.35
Paraffine White Oil, U.S.P.	gal.	1.75	— 2.00
Paris Green, kegs	lb.	.14	— .14½
Petrolatum, light amber, bbls	lb.	.03	— .03½
Cream	lb.	.04¾	— .06
Lily white	lb.	.07	— .09
Snow white	lb.	.10	— .11
Phenolphthalein	lb.	4.50	— 5.00
Phosphorus	lb.	.80	— .90
Paste	lb.	.05¾	— .06
Potassium acetate	lb.	.35	— .36
Bicarb	lb.	.30	— .35
Bromide	lb.	1.25	— 1.50
Citrate, bulk	lb.	.68	— .72
Cyanide Mixture	lb.	.30	— .35
Hypophosphite	lb.	.92	— .94
Iodide, bulk	lb.	3.15	— 3.20
Permanganate	lb.	.95	— 1.00
Quinine, 100 oz. tins	oz.		— .30
50 oz. tins	oz.		— .30½
25 oz. tins	oz.		— .31
5 oz. tins	oz.		— .32
1 oz. tins	oz.		— .35
Amsterdam	oz.		— .30
German	oz.		— .30
Java	oz.		— .30
Resorcin	lb.	2.50	— 3.00
Rochelle Salt	lb.	.26	— .26½
Saccharin	lb.	4.25	— 4.50
Safrol	lb.	.31	— .32
Salicin, bulk	lb.	4.25	— 4.50
Salol, bulk	lb.	3.25	— 3.75
Santonin, cryst., bulk	lb.	50.00	—55.00
Powdered	lb.	51.00	—56.00
Scammony, resin	lb.	1.50	— 1.75
Seidlitz Mixture	lb.	.20½	— .21
Silver, Nitrate	lb.	.30½	— .32½
Soap, Castile, white pure	lb.	.12½	— .13½
Marseilles, white	lb.	.11	— .12
Green, pure	lb.	.10	— .12
Ordinary	lb.	.08	— .10
Mottled, pure	lb.	.10	— .12
Ordinary	lb.	.08	— .10
Sodium, Acetate	lb.	.05½	— .06
Benzoate, granulated	lb.	2.90	— 3.00
Powdered	lb.	2.95	— 3.05
Bicarb, English	lb.	.03	— .03½
Amer. f.o.b. works	lb.	.01½	— .01¾
Bromide	lb.		— 1.25
Hypophosphite	lb.	.82	— .84
Iodide	lb.	3.50	— 3.55
Nitrite, technical	lb.	.18	— .20
U. S. P.	lb.	.23	— .24
Phosphate, U. S. P.	lb.	.04½	— .09
Salicylate	lb.	3.25	— 3.75
Sulphate, U. S. P.	100 lbs.	2.25	— 2.50
Spermaceti	lb.	.24	— .26
Spts. Ether. Nitros.	lb.	.45	— .48
Starch, Corn, Pearl	100 lbs.	2.35	— 2.46
Potato	lb.	.05¾	— .05¾
Rice	lb.	.07	— .08
Wheat	lb.	.05	— .05¾
Storax	lb.	.25	— .35
Strontium, Bromide	lb.		— 1.25
Nitrate	lb.	.18	— .19
Strychnine Alk'd, crys., bulk	oz.	.66	— .70
Sulphate	oz.	.60	— .66
Sugar of Milk, powdered	lb.	.15	— .16
Sulphonal	oz.	.55	— 1.00
Sulphur, roll	100 lbs.	2.15	— 4.00
Flour	100 lbs.	2.35	— 4.00
Flowers	100 lbs.	2.60	— 4.00
Washed	lb.	.04	— .06
Tartar Emetic, in casks		.50	— .54
Thymol	lb.	11.00	—12.00
Tin, crystals	lb.	.25	— .26
Bichloride	lb.	11¼	— .11¾
Oxide	lb.	.45	— .47
Toluol, pure	gal.	3.00	— 4.00
Commercial	gal.	3.00	— 4.00
Turmeric	lb.		— .05½
Turpentine (for regular grades see Naval Stores).			
Turpentine, Venice	lb.	.55	— .60
Artificial	lb.	.12	— .14
Vanillin	oz.	.50	— .55
Zinc Carbonate	lb.	.09	— .09½
Chloride	lb.	.05	— .05½
Oxide, white	lb.	.26	— .30
Sulphate	lb.	.03½	— .04½

ACIDS

Acetic, U. S. P.	lb.	.04	— .04½
Glacial	lb.	.12	— .14
Benzoic, from gum	oz.	Nominal	
Synthetic	lb.	2.75	— 3.00
Boric, cryst, U.S.P.	lb.	.08¼	— .08¾
Powdered	lb.	.08¾	— .09¼
Carbolic, cryst., U. S. P.	lb.		— 1.50
Citric	lb.	.55	— .65
Cresylic, 95@100 per cent	gal.	.75	— .80
Gallic	lb.	.75	— .85
Lactic, U.S.P.	lb.	.74	— .76
Muriatic, C. P.	lb.	.05½	— .07½
Nitric, C. P.	lb.	.08	— .10
Oxalic, German, casks	lb.	.35	— .36
Picric, kegs	lb.	1.75	— 2.00
Phosphoric, U.S.P.	lb.	.28	— .31
Pyrogallic	lb.	1.35	— 1.55

New York Markets

(*Continued from page 6*)

Santonine—There has been practically no business at the high figures recently quoted and it is reported that the holder of a small quantity which came to light within the last few days has been offering the crystal around $55. This is about the figure at which the large chemical houses are supplying their regular customers.

Seidlitz Mixture—Along with other tartar products this preparation has been advanced in price, the new quotation being 20½c.

Vanillin—The demand has increased materially and holders are now asking 50c to 55c and having no trouble in getting those prices.

Carbolic Acid—Small lots of U. S. P. phenol are changing hands frequently around $1.50. Small quantities destined for use in the pharmaceutical trade have been received from England and Scotland. Domestic manufacturers are reported to be securing a larger output but are not making any noise about it. Large contracts, it is said, could still be negotiated if supplies were available.

Citric Acid—Offerings have increased materially as the result of recent importations and the market has weakened to a point where some of those who bought on speculation a few weeks ago have some reason to feel that the profits which they anticipated from such transactions are likely to escape them. Domestic manufacturers are making larger deliveries to their regular customers on the bulk basis of 55c for crystals in barrels and although 65c is still asked for stock in second hands, buyers are not showing much inclination to take hold at that price.

Essential Oils—Although the cost of importing lemon oil, taking into account the cost of insurance and freight and allowing for the difference in exchange in favor of this country, is about $1.45, domestic dealers are selling at $1.25 to $1.50 according to brand. The advance abroad is regarded as largely speculative and in view of the large stocks now on hand in this country there is little disposition to follow the lead of the Italian dealers.

The supply of bitter almond oil is running low and prices for that description have been advanced sharply, ranging at $6.25 to $7.60, according to brand. Bergamot at $3.25 to $3.40 is selling for less than it could be imported at a profit.

Coriander oil is off 50c, owing to freer offerings being quoted at $7.50 to $8.

Distilled lime oil has been advanced to $2 to $2.10 following a general reduction in stocks but no change is noted in the expressed. Prices for patchouli have been marked up 50c to $4.50 to $4.75 owing to greatly reduced offerings.

Tonga Bark—Dealers are offering this product at lower prices owing to increased supplies and a falling off in the demand. The revised quotation is 35c to 40c.

Soap Bark—The market is well supplied with offerings and all grades are selling at lower prices.

Borage Flowers—Offerings are larger on a lower range of prices, holders asking $1.10 to $1.25.

Hellebore Root—For the white powdered grade holders are now asking 12½c to 13c, the market having eased off under freer offerings.

Canary Seed—Stocks of South American seed are greatly reduced and 5c to 5½c is now the ruling quotation, this representing an advance of ½c.

IMPROVEMENT IN NITRATE FIELDS

Late reports from the nitrate fields of Chile indicate an improvement in recent months. For the full half year, January to July, 1915, the production of nitrates was a little over 12 million quintals, against 32 million in the same period of the preceding year, a decrease of 62 per cent. There have been within a very recent date, however, heavy shipments to Russia, in part across the Pacific to Vladivostok, and in part by way of the Atlantic to Archangel, while there was also an increase in shipments to the United States during the closing weeks of the half-year period.

Lifting Embargo Won't Affect Russian Oil

Importers Not Optimistic Over New Plan of Bringing Czar's Products—Good Grades of American Oil Now Produced

The announcement from Washington that the Russian Department of Customs has decided to accept proposals looking to a modification of Russia's embargo on exports to the United States, as given in a recent cablegram to C. Medzikhovsky, commercial attache of the Russian Embassy, leads American oil producers to wonder what the effect will be on the market in Russian oil.

But little oil has been shipped to this country since the war began although one or two firms have been able to get it in small quantities. Under the plan now proposed exports will be consigned to the Secretary of Commerce of the United States, to be distributed under official supervision to American merchants upon guarantees that they will not be re-exported.

"Even if this plan is put into effect," said Paul E. Hoerning, president of the Oil Products Company of 17 Battery Place, "it will not cause a fall in the price of Russian oil. Very little of this oil is manufactured in Russia. The largest firm was a German concern which has been forced to suspend since the war began. Most of the oil is made in Germany and what comes from Russia has to be shipped either through the Baltic or via Archangel. In either case oil cannot be shipped, for the Baltic ports are still closed and the port of Archangel is open only about three months during the year.

Doesn't Expect Price Reduction

"I do not look for any reduction in the price of Russian oil until the end of the war, for even if there were large quantities of oil to be shipped, which I do not think is the case, there are so many things waiting to be shipped which are more important that it would be a long time before any oil could get to this country."

Mr. Hoerning said that his company had been able to keep a supply of Russian oil on hand by a great sacrifice of time and money and by binding himself to dispose of it only under certain conditions. How Mr. Hoerning was able to obtain this oil he did not care to say, but he let it be known that it was not through any of the regular channels of import.

Practically No Oil Being Refined

Dr. Ferdinand Sonneborn, head of the firm of Sonneborn's Sons, expressed a similar view of the situation. He said that there was at present practically no oil being refined in Russia and that even if exports were allowed out of the country there would be so many things which would be sent before the oil was exported that it would have no effect on the market in America.

Dr. Sonneborn is very optimistic as to the future of the oil refined in the United States. He said that many companies had gone to great expense to build plants for this purpose in the United States and that the oil they are producing equals the Russian product in quality. He sees no reason why, as soon as the consumers realize this fact, there should be any great demand for the Russian oil. "We shall, of course, import the Russian oil after the war," said Dr. Sonneborn, "but I feel that American oil will take precedence." Dr. Sonneborn said that as far as he knows absolutely no Russian oil is now being imported and he does not believe any firm is able to get it.

Members of other firms expressed like views of conditions and declared that even if immunity could be obtained for Russia exports the market in drugs and oils would not be materially affected.

PARKE, DAVIS & CO. ENTERTAIN

Nearly 1,000 druggists, representing sixteen States and the District of Columbia, were entertained recently by Parke, Davis & Co., at their Detroit laboratories. The program, which lasted two days, included a thorough inspection of the laboratories and plant, a banquet and a boat ride.

Drugs and Chemicals in Original Packages (*Continued*)

Salicylic	lb.	2.75	— 3.00
Stearic	lb.	.14	— .16
Sulphuric, C.P.	lb.	.05½	— .07½
Tannic, U.S.P., bulk	lb.	.65	— .68
Tartaric crystals	lb.	.45½	— .47
Powdered	lb.	.45	— .47

ESSENTIAL OILS

Almond, bitter	lb.	6.25	— 7.60
Artificial	lb.	3.50	— 3.75
Sweet, true	lb.	.85	— .90
Peach kernel	lb.	.37½	— .40
Amber, crude	lb.	.15	— .17
Rectified	lb.	.30	— .35
Anise	lb.	1.15	— 1.25
Bay	lb.	2.15	— 2.25
Bergamot	lb.	3.25	— 3.30
Cade	lb.		— .20
Cajuput, bottles	lb.	.85	— 1.00
Camphor, light color, h'vy gravity	lb.	.12	— .13
Japanese, white	lb.	.12	— .14
Caraway	lb.	1.65	— 1.75
Cassia, 70@80 p.c. tech.	lb.	.87½	— .90
Lead free	lb.	1.00	— 1.10
U. S. P.	lb.	1.30	— 1.40
Cedar Leaf	lb.	.55	— .60
Wood	lb.	.14	— .16
Cinnamon, Ceylon, heavy	lb.	8.00	—10.00
Citronella, Ceylon	lb.	.45	— .46
Java	lb.	1.20	— 1.30
Cloves, cans	lb.	1.07½	— 1.10
Bottles	lb.	1.12½	— 1.15
Copaiba	lb.	.85	— .95
Coriander	lb.	7.50	— 8.00
Croton	lb.	.90	— 1.00
Cubebs	lb.	2.85	— 3.00
Erigeron	lb.	.90	— 1.05
Eucalyptus, Australian	lb.	.45	— .50
Fennel, sweet	lb.	3.00	— 3.25
Geranium, Algerian	lb.	3.75	— 4.50
Turkish	lb.	3.00	— 3.25
Bourbon	lb.	3.25	— 3.50
Gingergrass	lb.	1.75	— 2.00
Ginger	lb.	5.50	— 6.00
Hemlock	lb.	.60	— .70
Juniper Berries, rect.	lb.	1.30	— 1.50
Twice rect.	lb.	1.50	— 1.75
Wood	lb.	.25	— .35
Lavender Flowers	lb.	3.50	— 4.00
Spike	lb.	1.10	— 1.25
Garden	lb.	.60	— .75
Lemon	lb.	1.25	— 1.50
Lemongrass	lb.	.82	— .88
Limes, expressed	lb.	2.80	— 2.90
Distilled	lb.	2.00	— 2.10
Linaloe	lb.	2.40	— 2.50
Mace, expressed	lb.	.90	— 1.00
Distilled	lb.	.85	— 1.00
Mustard, natural	lb.	6.50	— 7.00
Artificial	lb.	4.00	— 4.25
Neroli, bigarade	lb.	35.00	—40.00
Petale	lb.	45.00	—52.00
Artificial	lb.	12.00	—18.00
Nutmeg	lb.	.85	— 1.00
Orange, bitter	lb.	2.00	— 2.10
Sweet	lb.	2.00	— 2.25
Patchouli	lb.	4.50	— 4.75
Pennyroyal	lb.	1.75	— 1.85
Imported	lb.	1.50	— 1.60
Peppermint, tins	lb.	1.60	— 1.65
Bottles	lb.	2.50	— 2.60
Petit Grain, S. A.	lb.	2.75	— 3.25
French	lb.	7.00	— 7.25
Pimento	lb.	1.75	— 2.00
Pine Needles	lb.	.90	— 1.00
Rose, natural	oz.	8.00	—10.50
Artificial	oz.	2.50	— 3.00
Rosemary	lb.	.65	— .75
Sandalwood, East Indian	lb.	6.00	— 6.25
West Indian	lb.	1.25	— 1.30
Sassafras, natural	lb.	.70	— .75
Artificial	lb.	.24	— .25
Savin	lb.	2.25	— 2.50
Spearmint	lb.	1.50	— 1.60
Spruce	lb.	.50	— .60
Tansy	lb.	2.75	— 3.00
Thyme, red, French	lb.	1.30	— 1.60
White, French	lb.	1.50	— 1.75
Wintergreen leaves, true	lb.	4.10	— 4.25
Synthetic	lb.	1.60	— 1.75
Birch, sweet	lb.	2.25	— 2.35
Wormseed, Baltimore	lb.	2.00	— 2.20
Wormwood	lb.	2.20	— 2.25

CRUDE DRUGS

BALSAMS

Copaiba, Para	lb.	.32	— .33
South American	lb.	.35	— .36
Fir, Canada	gal.	5.50	— 6.00
Oregon	gal.	.70	— .80
Peru	lb.	3.50	— 4.25
Tolu	lb.	.40	— .45

BARKS

Angostura	lb.	.24	— .26
Bayberry	lb.	.07	— .08
Blackhaw, of root	lb.	.16	— .20
of Tree	lb.	.10	— .12
Buckthorn	lb.	.27	— .30
Cascara Sagrada	lb.	.08	— .10
Cascarilla	lb.		— .25
Siftings	lb.	.12	— .15
Cinchona, red, quills	lb.	.22	— .25
Broken	lb.	.18	— .20
Yellow, "quills"	lb.	.23	— .27
Broken	lb.	.20	— .25
Cherry	lb.	.06	— .09
Condurango	lb.	.25	— .30
Cotton Root	lb.	.08	— .09
Cramp	lb.	.06	— .07
Elm, grinding	lb.	.14	— .16
Select	lb.	.20	— .22
Lemon Peel	lb.	.05	— .06
Orange Peel, bitter, Curacao, ¼s	lb.	.03½	— .04
Sweet, Malaga, ribbons	lb.	.05½	— .06
Trieste	lb.		— .10
Prickly Ash,	lb.	.13	— .14
Northern	lb.	.13	— .14
Pomegranate	lb.	.20	— .25
of Fruit	lb.	.15	— .20
Quebracho	lb.	.15	— .17
Sassafras, ordinary	lb.	.11	— .12
Select	lb.	.15	— .16
Simaruba	lb.	.15	— .18
Soap, whole	lb.	.08	— .09
Cut	lb.	.15	— .16
Crushed	lb.	.09½	— .10
Tonga	lb.	.35	— .40
Wahoo, of Tree	lb.	.12	— .15
of Root	lb.	.33	— .36
White Pine	lb.	.04	— .05
White Poplar	lb.	.04	— .05
Wild Cherry	lb.	.05	— .08
Witch Hazel	lb.	.04	— .05

BEANS

Calabar	lb.	.22	— .25
St. Ignatius	lb.	.18	— .20
Tonka, Angostura	lb.	.90	— 1.00
Para	lb.	.75	— .85
Surinam, cryst.	lb.	.85	— .95
Vanilla Bourbon	lb.	2.25	— 2.50
Mexican, whole	lb.	2.75	— 3.50
Cuts	lb.	2.37½	— 2.50
South American	lb.	2.50	— 3.00
Tahiti, white label	lb.	Nominal	
Green label	lb.	1.30	— 1.50

BERRIES

Cubeb, ordinary	lb.	.45	— .50
XX	lb.	.50	— .54
Powdered	lb.	.47½	— .50
Fish	lb.	.03¾	— .03¾
Juniper	lb.	.04	— .04½
Laurel	lb.	.05	— .06
Prickly Ash	lb.	.13	— .14
Saw Palmetto	lb.	.08	— .09
Sloe	lb.	.30	— .35

FLOWERS

Arnica	lb.	.23	— .25
Borage	lb.	1.10	— 1.25
Calendula	lb.	.40	— .45
Chamomile, German	lb.	Nominal	
Hungarian	lb.	.60	— .65
Roman	lb.	.35	— .40
Elder	lb.	.13	— .14
Insect, open	lb.	Nominal	
Closed	lb.	Nominal	
Powd. Flowers and Stems	lb.	.36	— .50
Powd. Flowers	lb.	.40	— .60
Lavender, ordinary	lb.	.18	— .19
Select	lb.	.20	— .28
Malva	lb.	1.50	— 1.75
Mullein	lb.	nominal	
Saffron, American	lb.	.70	— .75
Valencia	lb.	12.00	—12.25
Tilla, with leaves	lb.	.50	— .55

LEAVES AND HERBS

Aconite	lb.	.07½	— .10
Althea	lb.	.05	— .05½
Bay, true	lb.	Nominal	
Belladonna	lb.	.85	— 1.20
Buchu, short	lb.	1.15	— 1.20
Long	lb.	1.17	— 1.20
Cannabis Indica	lb.	1.80	— 1.85
Chiretta	lb.		— .18
Coca, Huanuco	lb.		—
Truxillo	lb.	.35	— .40
Coltsfoot	lb.	.20	— .22
Conium	lb.	.10	— .11
Damiana	lb.	.08	— .09
Digitalis	lb.	.23	— .25
Eucalyptus	lb.	.07	— .09
Euphorbia Pilulifera	lb.	.40	— .45
Grindelia Robusta	lb.	.05½	— .07
Henbane, German	lb.	.25	— .30
Russian	lb.	.18	— .20
Henna	lb.	.12½	— .15
Horehound	lb.	.11	— .12
Jaborandi	lb.	.18	— .20
Laurel	lb.	.06	— .06½
Lobelia	lb.	.07½	— .09
Matico	lb.	.75	— .80
Marjoram, German	lb.	.30	— .35
French	lb.	.12½	— .13½
Pennyroyal	lb.	.04	— .06
Peppermint, American	lb.	.12	— .15
German	lb.	.35	— .40
Pichi	lb.	.12	— .13
Pulsatilla	lb.	1.50	— 2.00
Rose, red	lb.	1.75	— 1.85
Rosemary	lb.	.06	— .06½
Rue	lb.	.40	— .50
Sage, stemless	lb.	.30	— .31
Grinding	lb.	.27	— .29
Savory	lb.	.07½	— .08
Senna, Alexandria, whole	lb.	.45	— .50
Half leaf	lb.	.35	— .38
Siftings	lb.	.15	— .18
Tinnevelly	lb.	.20	— .25
Pods	lb.	.07½	— .09
Skullcap, U.S.P.	lb.	.22	— .23
Spearmint, American	lb.	.20	— .26
Stramonium	lb.	.22	— .25
Thyme	lb.	.07	— .07½
Uva Ursi	lb.	.09	— .10
Witch Hazel	lb.	.04	— .05
Yerba Santa	lb.	.07	— .09

ROOTS

Aconite	lb.	.13	— .15
Alkanet	lb.	.18	— .20
Althea, cut	lb.	.40	— .45
Whole	lb.	.30	— .35
Angelica, American	lb.	.15	— .16
German	lb.		— .20
Arnica	lb.	.35	— .40
Belladonna	lb.	.90	— 1.00
Berberis aq.	lb.	.09½	— .10
Blood	lb.	.09	— .09½
Blueflag	lb.	.11	— .12
Bryonia	lb.	.20	— .22
Burdock	lb.	.12½	— .13
Calamus, bleached	lb.	.50	— .55
Unbleached	lb.	.15	— .18
Cohosh, black	lb.	.05	— .05½
Blue	lb.	.05	— .06
Colchicum	lb.	.20	— .25
Colombo	lb.	.06	— .07
Culvers	lb.	.10	— .12
Dandelion	lb.	.24	— .25
Doggrass	lb.	.50	— .55
Echinacea	lb.	.17	— .18
Elecampane	lb.	.07½	— .08
Galangal	lb.	.12	— .13
Gelsemium	lb.	.05	— .06
Gentian	lb.	.08½	— .10
Geranium	lb.	.04	— .05
Ginger, African	lb.	.07	— .08
Jamaica	lb.	.14	— .15
Bleached	lb.	.16	— .18
Gingseng, wild Southern	lb.	7.00	— 7.50
Northwestern	lb.	7.25	— 7.75
Eastern	lb.	7.50	— 7.75
Cultivated	lb.	4.00	— 5.00
Golden Seal	lb.	4.50	— 4.60
Powdered	lb.	4.75	— 5.00
Hellebore, white	lb.		— 10
Powdered	lb.	.12½	— .13
Black	lb.	.11	— .12
Ipecac, Cartagena	lb.	2.25	— 2.50
Rio	lb.	nominal	
Jalap, whol e	lb.	.08	— .10
Kava Kava	lb.	.18	— .20
Licorice, in bales	lb.	.07	— .08
Selected, bundles	lb.	.15	— .16
Mandrake	lb.	.08	— .09
Musk, Russian	lb.	.85	— .95
Orris, Florentine, bold	lb.	.16	— .17
Small	lb.	.13	— .14
Verona	lb.	.12	— .13
Fingers	lb.	Nominal	
Pareira Brava	lb.	.16½	— .17½
Pellitory	lb.		— .30
Pink, true	lb.	.45	— .50
Poke	lb.	.05	— .06

Palmyra Palm Juice Used As Medicine and Food

Palm Tree, Which Grows Abundantly in Tropical India, Plays an Important Part in Life of Natives

Every part of the palmyra palm tree (*Borassus flatelli formis*) has been turned to some use, according to Vice Consul John S. Hunt, Calcutta, India. A Tamil poem enumerates 800 ways in which it may be utilized.

Its five fibres are used in making various products, its timber is valuable, and it contributes to medicine and food supply.

In medicine, the juice is used as a stimulant, and when freshly drawn and taken regularly, acts as a laxative. The root is regarded as cooling, and the ash of the spathe is given for enlarged spleens.

In connection with its use as food it is stated that one-fourth of the inhabitants of northern Ceylon are dependent on this tree for subsistence, and in Tinnevelli and various communities of India large proportions of the population are supported by it.

The most important food product is the juice obtained on tapping the flower stalk. This juice may be used fresh as a beverage or allowed to ferment, which it does after sunrise, and then becomes an intoxicating liquor. If this liquor is distilled, it becomes palm wine, and by destructive distillation a good vinegar is obtained.

Sugar Produced from Juice

The fresh juice may be boiled down into a sugar called jaggery, which is one of the chief sugars of South India, especially Tinnevelli. It is also an important source of sugar in Burma. The tapping does not injure the tree. The toddy drawer, climbing the tree, tightly binds the spathes with thongs to prevent their further opening, and then thoroughly bruises the embryo flower within to facilitate the exit of the juice.

This operation is repeated for several days, and on each occasion a thin slice is taken off the spathe to facilitate the running of the sap and to help prevent it bursting the bound spathe. About the eighth day the sap begins to exude into an earthen pot placed for the purpose. The pots are emptied twice a day, and a coating of lime inside the pot will prevent fermentation.

Four or five quarts per tree per day is the yield for four or five months. Once in every three years the sap-drawing process is omitted, as otherwise the tree would die. The tree begins to yield at 15 years, and continues for about 50 years.

The female tree yields about twice as much sap as the male. Three quarts of this sap make one pound of sugar or jaggery, which is the chief sugar used by the poor classes of India. The sweetness of the Burmese bread is caused by the use of toddy juice as a yeast.

The palmyra palm is tall, with a cylindrical stem. It grows all over tropical India, and is occasionally seen as far north as latitude 30°. It is especially abundant in all sandy tracts near the sea, on embankments around tanks, and in the mixed coconut and date-palm jungles of Bengal. The palmyra forests of Tinnevelli form a distinctive feature in the scenery of the Province. The greater part of the Indian export trade in palmyra goes through the port of Madras.

AMERICAN DOLLAR "BEST MONEY"

"The American dollar," says the New York *Times*, "is today the most desired piece of current money in the whole world. Never since money was discovered to have variable qualities has one kind been universally so esteemed in anything like the same degree. The English pound sterling has been hitherto the most acceptable, the safest, the best known money of all. But today a man with pounds sterling in London owing dollars to a man in New York must pay a premium of 2 per cent to convert pounds into dollars. That is to say, he pays a premium for dollars when he buys them with pounds.

"An American dollar is worth $1.02 in English money. The premiums in other money are greater. In French money the American dollar is worth nearly $1.09; in German money, $1.17; in Italian money, $1.18; in Russian money, $1.33; in Austrian money, $1.34. In neutral money the premiums are less. In Dutch money it is very slight. In Scandinavian money a dollar is worth $1.03; in Swiss money, $1.04.

"Such premiums on American money indicate, in the first place, that the world owes this country an enormous quantity of dollars, and, in the second place, that it is very inconvenient for the world to pay in the only absolute equivalent, which is gold. * * *

"The world-wide premium on the American dollar represents for the most part, of course, the exigencies of foreign exchange under abnormal conditions; but in some degree it reflects the fact that the American dollar is intrinsically the safest, least variable unit of money in the world today, protected by what is both relatively and actually the largest gold reserve in existence."

I. PH. A. MEETS BESIDE A TROUT STREAM

And Votes to Come Again Next Year—Members Told to Preserve Old Ethical Ideas in Moth Balls

The Idaho State Pharmaceutical Association held its ninth annual convention at the Guyer Hot Springs Hotel, Ketchum, and the occasion was so thoroughly enjoyed that the members unanimously decided to return there next year. Previous meetings have been held in larger towns and the members would disperse immediately after sessions. At this meeting they were together all the time, which had much to do with its success. The hotel is situated on one of Idaho's finest trout streams and what with fishing and auto trips to the Saw Tooth mountains, 25 miles away, and the Galena summit, 40 miles from Ketchum, the members had plenty to do while not in session.

W. F. Bee, chairman of the legislative committee, detailed the work of that body to better conditions for the profession in the State and outlined the proposed State pharmacy law, which is intended to do away with the errors and inconsistencies of the present law.

F. E. McClure read a very interesting paper on "Moth Balls, The Ethical Preservative," which was a plea to the druggists of today to "preserve with moth balls" the old ethical ideas that keep him in a rut, and to adopt the modern methods of merchandising, which will enable him to compete with the department stores and other establishments encroaching upon his field.

The association endorsed the Stevens bill. A resolution in memory of Dr. W. H. Anderson of Soda Springs, a pioneer member, was introduced and adopted.

W. F. Bee of Boise was elected president; George Bailey of Pocatello, vice-president; D. S. Whitehead of Boise, secretary-treasurer.

The next convention will be held at Ketchum June 19, 20 and 21, 1916.

MILLION DOLLAR DEAL IN PICRIC ACID

Profits on Chemical Sold to France Said to be $198,414

That enormous war contracts are being made almost daily in this country is well known, but it is not often that the public is informed just how much money these call for and how much profit is made.

Papers filed recently by Mervyn Wolff, a lawyer of 299 Broadway, in an attachment suit against Noel Jourda de Vaux of Paris and Fred S. Bennett of New York, acting as attorney for de Vaux, for fees for services rendered amounting to $10,000, reveal the fact that in the month of May a deal involving nearly $1,000,000 worth of picric acid for the French Government was consummated.

It appears that the defendant, de Vaux, contracted with the French Republic to furnish 200 metric tons of picric acid at $2.15 per English pound dry. As a metric ton equals 2204.6 pounds, the total price to be received was $947,778. Through the efforts of Mr. Wolff, it is claimed, de Vaux was able to purchase the acid in this country from one John T. Hettrick at a price of $1.70 an English pound dry. The total profits to the defendant on the deal are said to have amounted to $198,414.

Drugs and Chemicals in Original Packages (*Continued*)

Rhatany	lb.	.14	— .16
Rhubarb, Canton	lb.		— .50
Shensi	lb.		— .80
High dried	lb.	.14	— .15
Clippings	lb.	.19	— .20
Sarsaparilla, Honduras	lb.	.40	— .45
Mexican	lb.	.14	— .15
Senega	lb.	.42	— .60
Serpentaria	lb.	.40	— .42
Skunk cabbage	lb.	.10	— .12
Snake, natural	lb.	.15	— .16
Stripped	lb.	.25	— .30
Spikenard	lb.		— .12
Squill	lb.	.05	— .06
Stillingia	lb.	.06	— .07
Unicorn, false (helonias)	lb.	.45	— .46
True (Aletris)	lb.	.22	— .23
Valerian, Belgian	lb.	.13	— .15
English	lb.	.70	— .75
German	lb.	.25	— .30
Yellow Dock	lb.	.07	— .08

SEEDS

Anise, Levant	lb.	.11	— .12
Spanish	lb.	.12	— .13
Star	lb.	.21	— .22
Canary, Spanish	lb.	.06¼	— .06½
Smyrna	lb.	.06½	— .06¾
South American	lb.	.05	— .05½
Caraway	lb.	.10	— .10½
Cardamoms, bleached	lb.	1.00	— 1.50
Decorticated	lb.	1.10	— 1.15
Celery	lb.	.17	— .18
Colchicum	lb.	.85	— 1.00
Conium	lb.	09	— .09½
Coriander, natural	lb.	.03¾	— .04¼
Bleached	lb.	.05	— .05½
Cumin, Malta	lb.	.22½	— .23
Morocco	lb.	.22	— .23
Dill	lb.	.08	— .09
Fennel, German, large	lb.	.35	— .40
Italian	lb.	.10	— .12
Roumanian, small	lb.	.16	— .18
Flax, whole	bbl.	8.25	— 8.75
Ground	lb.	.04½	— .05
Foenugreek	lb.	.03¾	— .04
Hemp, Manchurian	lb.	.03	— .03½
Russian	lb.	Nominal	
Larkspur	lb.	.28	— .30
Lobelia	lb.	.30	— .35
Millet, natural	lb.	.02¼	— .03¼
Hulled	lb.	.08¼	— .09½
Mustard, Bari, brown	lb.	.08	— .09
California, brown	lb.	.09	— .09½
Sicily, brown	lb.	.07½	— .08
Trieste, brown	lb.		—
English, yellow	lb.	.10¼	— .10¾
German, yellow	lb.	.10¾	— .11¼
Parsley	lb.	.21	— .22
Poppy, Dutch	lb.	.13½	— .14
Turkish	lb.	.12½	— .13
Pumpkin	lb.	.11	— .11½
Quince	lb.	.70	— .80
Rape, English	lb.	.09	— .09¼
Bulgarian	lb.	.08¾	— .09¼
Sabadilla	lb.	.19	— .21
Stavesacre	lb.	.25	— .28
Stramonium	lb.		— .10
Strophanthus, Hispidus	lb.	.45	— .50
Kombe	lb.	.55	— .60
Sunflower, large	lb.	.10	— .10½
Worm, American	lb.	.10	— .12
Levant	lb.		— 1.50

GUMS

Acacia, firsts	lb.	.25	— .35
Seconds	lb.	.24	— .26
Sorts, amber	lb.	.13	— .14
White	lb.	.18	— .25
Aloes, Barbadoes	lb.	1.00	— 1.25
Cape	lb.	.08	— .09
Curacao, cases	lb.	.11½	— .12
Socotrine	lb.	.18	— .22
Ammoniac, tears	lb.	.12	— .15
Asafetida, whole	lb.	.36	— .40
Powdered	lb.	.50	— .60
Benzoin, Siam	lb.	1.75	— 2.00
Sumatra	lb.	.35	— .45
Catechu	lb.		— .10
Chicle	lb.	.65	— .70
Copal	lb.	.12	— .40
Galbanum	lb.	.70	— .75
Gamboge	lb.	.65	— .68
Guaiac	lb.	.20	— .25
Kino	lb.	.40	— .45
Mastic	lb.	.50	— .52
Myrrh, select	lb.	.20	— .21
Sorts	lb.	.16	— .18
Siftings	lb.	.15	— .16
Olibanum, siftings	lb.	.06¼	— .07
Sorts	lb.	.07	— .10
Tears	lb.	.09	— .10
Sandarac	lb.	.23	— .25
Senegal, picked	lb.	.18	— .19
Sorts	lb.	.10	— .12¼
Spruce	lb.	.65	— .70
Styrax	lb.	.25	— .40
Thus	280 lbs.	7.50	— 8.50
Tragacanth, Aleppo, first	lb.	2.00	— 2.20
Seconds	lb.	1.80	— 1.90
Thirds	lb.	1.00	— 1.40
Turkey firsts	lb.	1.75	— 1.80
Seconds	lb.	1.20	— 1.25
Thirds	lb.	.80	— .85

WAXES

Bayberry	lb.	.21	— .22
Bees, white	lb.	.40	— .45
Yellow, crude	lb.	.30	— .34
Refined	lb.	.31	— .35
Candelilla	lb.	.25	— .30
Carnauba, Flor	lb.	.45	— .47
No. 1	lb.	.38	— .40
No. 2	lb.	.33	— .35
No. 3	lb.	.24	— .26
Ceresin, yellow	lb.	.13	— .25
White	lb.	.15	— .25
Japan	lb.	.12	— .13
Montan, crude	lb.	.22	— .24
Bleached	lb.	.33	— .35
Ozokerite, crude, brown	lb.	.30	— .40
Green	lb.	.30	— .38
Refined, white	lb.	.35	— .40
Refined, yellow	lb.	.25	— .30
Paraffin, refined, domestic	lb.	.03¼	— .06½
Foreign	lb.	.05	— .09

HEAVY CHEMICALS

Alkali, 48%, bgs., works	100 lbs.	.67½	— .72½
Light, 58 p.c., in bags, f.o.b. works, 48 p.c. b.	100 lbs.	.57½	— .62½
Alum, ground	lb.	2.50	— 2.85
Lump	100 lbs.	2.60	— 2.75
Powdered	100 lbs.	3.75	— 4.00
Alumina, Sulph., low	100 lbs.	1.10	— 1.30
High grade	100 lbs.	1.50	— 1.75
Ammonia, Anhydrous	lb.	.25	— .28
Ammonia, Aqua, 26 deg., car	lb.	.04¼	— .05¼
20 deg., carboys	lb.	.03¼	— .03½
18 deg., carboys	lb.	.02¾	— .03
16 deg., carboys	lb.	.02¼	— .02½
Sal Ammoniac, gray	lb.	.06½	— .06¾
Granulated, white	lb.	.08	— .10
Lump	lb.	.10	— .12
Sulphate, foreign	100 lbs.		— 3.25
Domestic	100 lbs.		— 3.25
Barium, chloride	ton	97.50	100.00
Barytes, floated, cream	ton	20.00	—23.00
No. 1 white	ton	19.50	—20.00
No. 2	ton	16.00	—17.00
Off color	ton	13.00	—14.00
Bleaching powder, over 35 p.c., per 100 lbs.		1.40	— 1.60
Calcium Acetate, crude	100 lbs.	3.50	— 4.00
Carbide	100 lbs.	3.50	— 3.75
Chloride, solid	ton		—11.78
Granulated	ton		—14.78
Sulphate	100 lbs.	1.00	— 4.00
Carbonate	lb.	.04	— .05
Carbon, tetrachloride	lb.	.15	— .19
Copperas	100 lbs.	.75	— .90
Copper Carbonate	lb.	.14	— .15
Sulphate	100 lbs.	7.25	— 7.50
Fusel Oil, crude	gal.	2.25	— 2.30
Refined	gal.	3.25	— 3.40
Hydrofluoric, 30 p.c., in bbls.	lb.	.03	— .03½
48 p.c., in carboys	lb.	.06	— .06½
52 p.c., in carboys	lb.	.06½	— .07
Lead, Acetate, brown sugar	lb.	.09¾	— .10
White cryst.	lb.	.11½	— .12½
Broken Cakes	lb.	.10½	— .11½
Granulated	lb.	.09	— .12
Powdered	lb.	.11	— .12
Arsenate	lb.	.05½	— .06
Nitrate	lb.	.11½	— .12
Oxide, Litharge, Amer., pd.	lb.		— .08¼
Red, American	lb.		— .08¾
Foreign	lb.	.09	— .10
White, Basic Carb., Amer., dry	lb.		— .07¾
in Oil, 100 lbs. or over	lb.		— .08¼
English	lb.		— .12
White, Basic Sulphate	lb.		— .07½
Muriatic acid, 18 deg. carboys	100 lbs.	1.50	— 1.75
20 deg. carboys	100 lbs.	1.75	— 2.00
22 deg. carboys	100 lbs.	2.00	— 2.25
Nitric acid, 36 deg., carboys	lb.	.06	— .06½
38 deg., carboys	lb.	.06¼	— .06¼
40 deg., carboys	lb.	.06½	— .07
42 deg., carboys	lb.	.08	— .08¼
Aqua Fortis, 36 deg., carb.	lb.	.05¾	— .06½
38 deg., carboys	lb.	.06	— .06½
40 deg., carboys	lbs.	.06¼	— .07
42 deg., carboys	lb.	.08	— .08½
Potash, Bichromate	lb.	.21	— .22
Carbonate, calc.	lb.	.22	— .29
Caustic	lb.	.35	— .40
Chlorate, cryst.	lb.	.30	— .33
Powdered	lb.	.33	— .34
Muriate	per ton		— 200.00
Prussiate, red	lb.	1.15	— 1.25
Yellow	lb.	.80	— .90
Saltpetre, crude	lb.		—
Refined	lb.		— .17
Soda Ash, 58 p.c., in bags, basis of 48 p.c., car lots	100 lbs.	.60	— .67½
in bbls.	100 lbs.	.65	— .72½
Bichromate	lb.	.10	— .11
Bisulphate	lb.	.75	— 1.35
Carbonate, Sal. Soda, Am.,	100 lbs.	.65	— .80
Caustic, domestic, 60% f. o. b. works, drums	100 lbs.	2.75	— 3.25
70-76 p.c., basis 60	100 lbs.	3.00	— 3.50
Powd. or gran., 76 p.c. 100 lbs.		3.50	— 3.75
Chlorate	lb.	.15	— .16
Cyanide, bulk	100 p.c. lb.	.28	— .32
Hyposulphite, bbls	100 lbs.	1.60	— 2.00
Kegs	100 lbs.	1.75	— 2.10
Prussiate, yellow	lb.	.35	— .42
Silicate, liquid	100 lbs.	.85	— 1.10
Cryst	lb.	.02	— .03
Sulphate, Glauber's Salt, Sulphide, 30 p.c.	lb.	.02	— .02¾
60 p.c.	lb.	.03	— .03½
Sulphite, cryst.	lb.	.02½	— .02¾
Dry, powdered	lb.	.05½	— .06
Sulphuric acid			—
60 deg.	per 100 lbs.	.85	— 1.00
66 deg., carboys per	100 lbs.	1.25	— 2.00
Battery Acid, car's per	100 lbs.	1.25	— 2.00
Oleum	lb.	.01½	— .02

DYESTUFFS

Albumen, Egg	lb.	.50	— .60
Blood	lb.	.30	— .40
Alizarine, red paste	lb.	.25	— .30
Brown paste	lb.	.35	— .40
Aluminum Chloride	lb.	2.00	— 2.10
Aniline Oil, in drums	lb.	1.30	— 1.35
Salts	lb.	1.25	— 1.30
Annatto, fine	lb.	.40	— .60
Seed	lb.	.08	— .08½
Antimony Salt, 75 p.c.	lb.	.30	— .35
65 p.c.	lb.	.28	— .33
47 p.c.	lb.	.24	— .29
Carmine of Indigo	lb.		—
Cochineal	lb.	.43	— .53
Cudbear, French	lb.	.25	— .30
Concentrated	lb.	.40	— .50
English	lb.	.15	— .20
Cutch, bales	lb.	.07	— .08
Boxes	lb.	.08	— .09
Divi-divi	ton	40.00	—50.00
Flavine	lb.	.60	— .80
Fustic, stick	ton	18.00	—30.00
Young, root	ton		—45.00
Gambir, spot	lb.	.08	— .10
Cube No. 1	lb.		—
Cube No. 2	lb.		—
Indigo, Bengal	lb.	3.00	— 3.50
Kurpahs	lb.		—
Guatemala	lb.	3.00	— 3.50
Madras	lb.	.90	— .95
Synthetic (J)	lb.	.90	— 1.00
Indigotine	lb.		— 2.50
Iron Nitrate, commercial	lb.	.01¼	— .02
True	lb.	.04	— .04½
Logwood, stick	ton	22.00	—30.00
Roots	ton	18.00	—20.00
Madder, Dutch	lb.	.18	— .20
French	lb.		—
Myrobalans	lb.	.35	— .45
Nutgalls, blue Aleppo	lb.	.18	— .30
Chinese	lb.	.17	— .25
Persian Berries	lb.		—
Quercitron	ton	25.00	—30.00
Salts of Tartar	lb.	.12	— .15
Soluble Oil, 50 p.c.	lb.	.07½	— .10
75-85 p. c.	lb.	.11	— .12
Sumac, Sicily, No. 1, 28-29 p.c. Tannic Acid	ton	65.00	—70.00
Turmeric, Madras	lb.	.04½	— .04¾
Aleppy	lb.	.04¼	— .04¾
Pubna	lb.	.05	— .05½
China	lb.	.03½	— .03¾
Cochin, bulbs	lb.	Nominal	
Turkey Red Oil	lb.	.05	— .18
Zinc Dust, prime heavy	lb.	.35	— .40

N. W. D. A. Members Favor Price Maintenance Law

Subject is Expected to Come Up for Discussion at Forthcoming Convention of the Association, to be Held at Santa Barbara, Cal.

Price maintenance is expected to furnish one of the principal subjects of discussion before the forthcoming annual convention of the National Wholesale Druggists' Association, which will open at Santa Barbara, Cal., on September 27. Members of the association who favor the passage by Congress of a law that will enable manufacturers of trade-marked articles to fix the price at which their goods shall be sold by the jobber and the retailer, are said to be in a majority.

By a large number of the wholesale druggists, the Stevens bill, with some modifications, is looked upon with favor. A leading member of the association explained that "what is wanted is a law that will give the manufacturers the right to say at what prices the goods which they make shall be sold. The law, however, would not be compulsory and they would not necessarily be forced to fix a selling price on an article. The idea is to prevent the unfair and dishonest use of well-known goods as 'advertising bait,' and guarantee a uniform price to all consumers."

Interesting Committee Reports Expected

Interesting committee reports dealing with important problems which have come up for consideration during the past year are also promised. The committee on legislation will give the convention some inside facts regarding the work done to secure the elimination of certain features from the war tax that threatened to be troublesome.

Discussion of the Harrison law is expected to develop many instructive facts concerning the campaign which the Government has been carrying on against the sale and use of narcotics.

From the viewpoint of attendance the meeting will, it is predicted, be most successful. The Eastern delegation will be much larger than that which attended the last convention held on the Pacific Coast, over 90 sleeping car reservations having already been booked at the association offices in New York City. A special train will leave New York on Friday, September 17. Plans have been made for various stops en route, which will provide ample opportunity for sightseeing.

SPECIAL A. PH. A. TRAIN LEAVES JULY 28

Plans Made for Trip to Convention Which Takes Place in San Francisco Next Month

Thomas F. Main, chairman of the committee on transportation of the American Pharmaceutical Association, announces that a special train will leave on the Erie railroad on Wednesday, July 28, at 3 p. m. from the Jersey City station for San Francisco via Chicago.

This committee has arranged with the Erie railroad to place a special steel Pullman sleeper for the accommodation of members on the Chicago vestibuled limited Train No. 3, leaving the Erie Depot, Jersey City, at 3 p. m., on Wednesday, July 28 (Chambers street ferry, 2.45 p. m.; West Twenty-third street ferry, 2.35 p. m.), and arriving in Chicago on Thursday, July 29, at 5.30 p. m., affording a five and a half hour stay in Chicago prior to the starting of the American Pharmaceutical Association special via Chicago, Burlington & Quincy Railroad at 11 p. m. Delegates and friends from New England points that wish can connect with this train via New York, New Haven & Hartford Railroad, Central New England Railway at Goshen, N. Y., 4 37 p. m., and via Boston & Maine Railroad or Delaware & Hudson Company at Binghamton, N. Y., 9.07 p. m.

The regular $94.30 ninety-day excursion tickets to San Francisco will be accepted on this train. No extra fare. The Pullman fare, lower berth, New York to Chicago, $5; upper berth, $4, and drawing-room, $18.

Notify or apply to J. A. Dolan, Erie railroad office, 399 Broadway, New York, the space required on Erie railroad train No. 3 between New York and Chicago, viz., lower berth, upper berth, section or drawing-room. Notify W. B. Day, general secretary A. Ph. A., 74 East Twelfth street, Chicago, Ill., the space you require on Chicago, Burlington & Quincy Railroad Special, leaving Chicago for San Francisco July 29, at 11 p. m. Notify the local secretary, John H. Dawson, 723 Pacific building, San Francisco, Cal., if you wish him to reserve room for you at headquarters at Bellevue hotel in San Francisco at special rate of $25 for six days room and bath, with six admissions to exposition. If you don't care for this, notify Mr. Dawson that you wish rooms reserved, naming rate you wish to pay ($1 per day upwards).

In order to secure your comfort in traveling and while staying in San Francisco, it is necessary to attend to these three things immediately, says Mr. Main.

When purchasing railroad tickets, which can be obtained at Erie railroad office, as above, or from railroad office in your own town, it is necessary to name your return route. For those who do not desire to return by routes via Portland, for which $17.50 extra is charged, routes D and E in booklet issued in regard to the A. Ph. A. Special from Chicago are recommended; Route D if you desire to take the Yellowstone Park trip; Route E if you desire to take a side trip to the Grand Canyon, etc. Copies of booklet sent on request to chairman of committee.

Gain in Export of Medical and Surgical Supplies

War Results in Heavy Demand for Disinfectants for Use in Army Hospitals and Also Proprietary Medicines

Exporters of miscellaneous drugs and chemicals to Europe during the year ended June 30, last are estimated by the Bureau of Foreign and Domestic Commerce to have reached the value of $22,500,000, or about $13,500,000 more than during the previous twelve months. The increase has resulted chiefly from the enormous demands for disinfectants for use in the war hospitals.

Patent and proprietary medicines to the amount of $7,200,000 were exported against $6,722,000 in 1914. Here again the increase is directly traceable to the heavy war demands.

The value of surgical appliances exported in the same period was $4,500,000, compared with $1,289,000 in 1914, and that of medical and surgical instruments $300,000 compared with $206,000 in 1914.

The dentists abroad apparently have not had a very busy season, as the value of dental goods exported during the fiscal year was only $1,274,000, against $2,679,000 in 1914.

Canada Ordinarily Best Customer

"Ordinarily," a report of the Department of Commerce says, "Canada takes most of the surgical appliances exported from the United States. The increased sales in 1915, however, represent shipments to Europe, where, with millions of men under arms, casualties amount to thousands daily.

"In normal times England is the largest foreign market for our patent and proprietary medicines. Smaller amounts go to Cuba, Canada, Argentina, India, Mexico, Central America and elsewhere. Formaldehyde and other disinfectants are going in large quantities to Europe. In all lines of medicines and medical instruments and appliances some sales have been made to scores of countries."

More than $100,000,000 capital is invested in the manufacture of patent and proprietary medicines, surgical instruments and other appliances in the United States. The aggregate product of the factories amounts to more than $165,000,000.

TO MANUFACTURE EXPLOSIVES

The Bradley Nitrating Company of Newark has been incorporated under the laws of New Jersey for the purpose of manufacturing explosives, chemicals and other compounds. The company is authorized to issue $2.500,000 worth of capital stock. The incorporators are Parker R. Bradley, Francis H. Peaty, of Essex Falls, and George F. Hall, of Newark.

Drugs and Chemicals in Original Packages (*Continued*)

CHIPPED DYEWOODS

Barwood	lb.	.03	— .04
Camwood	lb.	.08	— .09
Fustic	lb.	.02	— .02½
Hypernic	lb.	.03	— .04
Logwood	lb.	.02	— .02½
Red Saunders	lb.	.04	— .06

OILS

ANIMAL AND FISH

Cod, Newfoundland	lb.	.49	— .50
Domestic prime	lb.	.46	— .47
Cod Liver, Newf'l'd	bbl.	40.00	—45.00
Norwegian	bbl.	70.00	—75.00
Degras, American	lb.	.06	— .06½
English	lb.	.06	— .06½
French	**lb.**		—
German	**lb.**		—
Neutral	lb.	.09	— .13
Herring	**gal.**	**Nominal**	
Horse	lb.	.06½—	.07
Lard, prime winter	gal.	.86	— .88
Off Prime	gal.	.65	— .67
Extra No. 1	gal.	.61	— .63
No. 1	gal.	.54	— .56
No. 2	gal.	.52	— .53
Menhaden, Northr crude	gal.	.33	— .35
South, crude	gal.	.33	— .34
Brown, strained	gal.	.39	— .40
Light, strained	**gal.**	**.40**	**— .41**
Yellow, bleached	**gal.**	**.42**	**— .43**
White, bleached winter	**gal.**	**.44**	**— .45**
Neatsfoot, 20 deg.	**gal.**	**.92**	**— .94**
30 deg., cold test	gal.	.86	— .88
40 deg., cold test	gal.	.81	— .83
Prime	gal.	.62	— .65
Dark	gal.	.56	— .58
Cleo Oil	lb.	.08	— .12
Porpoise, body	gal.	.40	— .45
Jaw	**bbl.**	**18.00**	**—20.00**
Red (Crude Oleic Acid)	lb.	.05¼—	05.½
Saponified	lb.	.05¾—	.06
Seal, white	gal.	.54	— .56
Sod Oil	gal.		— .42
Sperm, bleached, winter, 38 deg., cold test	**gal.**	**.70**	**— .71**
45 deg., cold test	**gal.**	**.68**	**— .69**
Natural winter, 38 deg., cold test	gal.	.67	— .68
45 deg., cold test	gal.	.65	— .66
Tallow, acidless	gal.	.62	— .63
Prime	lb.	.08	— .08¼
Whale, natural winter	gal.	.48	— .50
Bleached	gal.	.50	— .51
Extra bleached, winter	Ngal.	.52	— .53

VEGETABLE

Castor, No. 1, bbls.	lb.	.10	— .10½
Cases	**lb.**	**.10½**	**— .11**
No. 3	lb.	.09¾—	.10¾
China Wood Oil	gal.	.07	— .07½
Cocoanut Oil, Cochin	lb.	.10¼—	.11¼
Ceylon	lb.	.09	— .09¼
Copra	lb.	.09	— .09¼
Corn, refined	per 100 lbs.	6.15	— 6.20
Cottonseed, prime yel	gal.	.44¼—	.45¾
Winter	gal.	.45¾—	.46
Summer, white	gal.	.46½—	.48
Crude, southest	**gal.**	**.40**	**— .41**
Linseed, raw, car lots	gal.		— .53
5 bbls. lots	gal.		— .54
Boiled, 5 bbl. lots	gal.		— .55
Double boiled, 5 bbl. lots	gal.		— .56
Mustard	gal.	.80	— .90
Olive, denatured	gal.	.85	— .90
Foots	gal.	.07¾—	.08¼
U.S.P.	**gal.**	**1.75**	**— 2.25**
Palm, Lagos	lb.	.07	— .07½
Commercial	lb.	.06¼—	.07½
Prime red	lb.	.06¾—	.07½
Palm, Kernel	lb.	.09¾—	.10½
Peanut Oil	gal.	.70	— 1.00
Pine Oil, white	lb.	.36	— .38
Yellow	gal.	.34	— .36
Rapeseed, ref'd, French, in bbls.	**gal.**	**.95**	**— 1.00**
Blown	gal.	.80	— .82
Refined	gal.	.76	— .78
Resin Oil, first rect	**gal.**	**.25**	**— .28**
Second	**gal.**	**.35**	**— .37**
Third	gal.	.45	— .48
Fourth	**gal.**	**.55**	**— .60**
Sesame	gal.	.75	— .85
Soya Bean, English, bbls.	lb.	.06½—	.06¼
China, bbls.	lb.	.06½—	.06¼
Manchurian	lb.	.06½—	.06¼
Tar Oil, gen. dist	gal.	.29	— .31
Commercial	**gal.**	**.20**	**— .22**

MINERAL

Black, reduced, 29 gravity, 25@30 cold test	**gal.**	**.12**	**— .13**
29 gravity, 15 cold test	gal.	.13	— .14
Summer	gal.	.12	— .13
Cylinder, light filtered	gal.	.20	— .25
Dark, filtered	gal.	.17	— .18
Extra cold test	gal.	.25	— .30
Dark steam refined	gal.	.14	— .16
Neutral, W. Va., 29 grav.	gal.	.22	— .23
Neutral, filtered lemon	gal.	.33	— .34
Gravity	gal.	.17	— .18
Paraffin, high viscosity	gal.	.22	— .24
903@907 sp. gr.	gal.	.13½—	.14½
Red Paraffin	gal.	.12	— .14
Spindle, No. 200	gal.	.17	— .18
No. 160	gal.	.16	— .17
No. 110	gal.	.15	— .16
No. 80	gal.	.13	— .14
Filtered	**gal.**	**.20**	**— .22**

MISCELLANEOUS

NAVAL STORES

Spirit Turpentine	gal.	.42½—	.43
Pitch	200 lbs.	3.00	— 4.00
Tar, pure	50 gals.	5.50	— 7.00
Rosin, N. Y. Grading	bbl.	3.70	— 7.20

SHELLAC

D. C.	lb.	.21½—	.22
V. S. O.	lb.	.21½—	.22
Superior orange	lb.	.17	— .19
Bright orange	lb.	.15½—	.16
T. N.	lb.	.13¼—	.14
A. C. Garnet	lb.	.14	— .15
Button Lac	lb.	.26	— .27
Regular, bleached	lb.	.14	— .15
Bone dry	lb.	.18	— .18½

EXTRACTS

Archil, double	lb.	.14	— .15
Concentrated	lb.	.17	— .19
Barberry, French	lb.	.35	— .40
Chestnut	lb.	.06	— .07
Liquid, 51 deg.	**lb.**	**.06**	**— .08**
Gall	lb.	.12	— .15
Hemlock	lb.	.02¾—	.03½
Indigo	**lb.**	**.06**	**— .10**
Logwood, solid	**lb.**	**.06**	**— .12**
Liquid, 51 deg.	**lb.**	**.05**	**— .10**
42 deg.	**lb.**	**.04**	**— .06**
Cryst	**lb.**	**.10**	**— .15**
Oak	lb.	.08	— .08½
Palmetto	lb.	.02¼—	.02½
Persian Berry	lb.	.12	— .14
Quebracho, solid	**lb.**	**.04¼**	**— .05¼**
51 deg.	**lb.**	**.03½**	**— .04**
42 deg.	**lb.**	**.02¾**	**— .03**
Quercitron	**lb.**	**.02¾**	**— .04**
Sumac	**lb.**	**.03¼**	**— .06¼**

SPICES

Cassia, Batavia, No. 1	lb.	.19	— .20
Batavia No. 2	**lb.**	**.12**	**— .13**
Chi..., cases	lb.	.08½—	.09
Saigon, rolls	lb.	.31	— .33
Cassia Buds	lb.	.12½—	.14
Chillies, Japan	**lb.**	**.26**	**— .28**
Mombasa	**lb.**	**.27**	**— .28**
Cinnamon, Ceylon	lb.	.22	— .26
Cloves, Amboyna	**lb.**	**.32**	**— .33**
Zanzibar	lb.	.16	— .17
Penang	lb.	.33	— .35
Ginger, Jamaica	**lb.**	**.10**	**— .11**
African	lb.	.07¼—	.08
Cochin	lb.	.07½—	.08½
Mace, Banda	**lb.**	**.63**	**— .64**
No. 2 Batavia	**lb.**	**.49**	**— .50**
Nutmegs	lb.	.14	— .18
Batavia	**lb.**	**.47**	**— .48**
Pepper, black	**lb.**	**.11¾**	**— .14½**
White	**lb.**	**.21½**	**— .22**
Pimento	**lb.**	**.03¼**	**— .04**

COFFEES

Rio 7's	lb.	.07⅜—	.07⅝
Santos 4's	lb.	.09¾—	.10¼
East India—Private growth	lb.	.25	— .26
Padang Int	lb.	.22	— .23
Timor	lb.	.19	— .21½
Kroe	**lb.**	**.18**	**— .22**
Mandheling	lb.	.26	— .27
Ankola	lb.	.24½—	.26
Mocha, large	lb.	.22	— .23
Shortberry	lb.	.26½—	.27
Java Liberian	**lb.**	**Nominal**	
Straits Liberian	lb.	.15	— .15½
Surinam Liberian	lb.	.16½—	.18
La Guaira	lb.	.08¾—	.09¾
Caracus, Washed	lb.	.12¾—	.13¼
Porto Cabello	lb.	.08¾—	.09¼
Washed	**lb.**	**.11**	**— .14**
Colombian	lb.	.10	— .16
Maracaibos	lb.	.09¼—	.15½
Mexicans—Cordova	lb.	.09	— .09½
Washed	lb.	.11½—	.15½
Coatepec	lb.	.10	— .11
Washed	lb.	.11½—	.13½
Oaxaca	lb.	.09½—	.10½
Washed	lb.	.11½	— .14
Tapachula	lb.	.12	— .14
Tio & Sierra	lb.	.09	— .10
Huatusco	lb.	.09	— .10
Costa Rica, common	lb.	.06½—	.07½
Fair to good	lb.	.11½—	.13
Prime to choice	lb.	.13	— .14
Nicaragua	lb.	.09½—	.10½
Washed	lb.	.10	— .12
Guatemala & Cuban, common	lb.	.07	— .08
Fair to good	lb.	.11½—	.13
Prime to choice	lb.	.13½—	14.½
Jamaica, ordinary	lb.	.08	— .09
Good ordinary	lb.	.09	— .10
Washed	lb.	.11½—	.12½

TEAS

Foochow, common	lb.	.16	— .17
Superior	lb.	.18	— .19
Formosa, fair	lb.	.19	— .20
Good	lb.	.21	— .23
Superior	lb.	.23	— .24
Fine	lb.	.27	— .28
Finest	lb.	.32	— .34
Choice	lb.	.35	— .40
Choicest	lb.	.45	— .50
Country Green, gunpowder, Extra	lb.	.40	— .50
Imperials, firsts	lb.	.33	— .36
Seconds	lb.	.23	— .25
Young Hysons			
Extras	lb.	.30	— .40
Firsts	lb.	.23	— .30
Seconds	lb.	.18	— .25
Thirds	lb.	.17	— .18
Pingsuey, Pinhead	lb.	.32	— .40
Extras	lb.	.28	— .32
Firsts	lb.	.21	— .25
Seconds	lb.	.18	— .21
Thirds	lb.	.13	— .16
Imperial, firsts	lb.	.24	— .26
Seconds	lb.	.21	— .22
Thirds	lb.	.16	— .17
Japan, basket and pan fired, Common	lb.	.20	— .22
Medium	lb.	.24	— .25
Good	lb.	.26	— .27
Fine	lb.	.28	— .29
Finest	lb.	.30	— .31
Choice	lb.	.32	— .33
Congou, common	lb.	.22	— .23
India, Pekoe Souchong	lb.	.27	— .28
Ceylon, Pekoe Souchong	lb.	.27	— .28
Pekoe	lb.	.28	— .29
Orange pekoe	lb.	.29	— .30
Java, Pekoe	lb.	.27	— .28
Orange pekoe	lb.	.30	— .31

COCOA

Caracas	lb.	.15½—	.16
Quayaquil	lb.	.16½—	.17½
Cuban	lb.	.14	— .14½
Trinidad	lb.	.16	— .17
Jamaica	lb.	.13	— .13½
Maracaibo	lb.	.19	— .19½

REFINED SUGAR
(Prices in Barrels)

	Amer.	Nat.	Ar-bu'le	War-ner	Fed-eral
Powdered	6.20	6.20	6.20	6.20	6.20
XXXX, powdered	6.10	6.10	6.10	6.10	6.10
Confectioners' A	6.00	6.00	6.00	6.00	
Standard gran.	6.15	6.10	6.10	6.15	6.10
Fine gran.	6.10	6.10	6.10	6.10	6.10
2-lb. bags fine gr.	6.40	6.40	6.40	6.40	6.40
5-lb. bags fine gr.	6.30	6.30	6.30	6.30	6.30
10-lb. bags fine gr.	6.25	6.25	6.25	6.25	6.25
25-lb. bags fine gr.	6.15	6.15	6.15	6.15	6.15

MOLASSES AND SYRUPS

Centrifugals—			
Blackstrap	gal.	.09½—	.10¼
Prime	gal.	35	— .40
Open kettle	gal.	40	— .50
Sugar Syrup, common	gal.	.10	— .14
Medium	lb.	.15	— .17
Fancy	lb.	.25	— .26
Honey—			
Clear Comb, fancy	**lb.**		**— .13**
Clover No. 1	**lb**		**— .14**
Extracted	**lb**	**08**	**— .09**
Buckwheat ext.	**lb.**	**.07**	**— 07¼**
Maple Sugar and Syrups—			
Syrup	gal.	.85	— 1.00
Sugar	lb.	.12	— .14

Business Outlook

Necessity for Guarding Against Speculative Excesses is Suggested by Spectacular Rise in "War Stocks"

Unrestrained and probably in most cases unwarranted advances in quotations for the so-called "war stocks" within the past fortnight have served as a timely reminder of the unstable character of the business now making for unusual activity in the large industrial centers and the need for guarding against speculative excesses. These present speculative demonstrations bear a strong resemblance to hundreds of others in in the past engineered for the purpose of enabling "insiders" to unload on gullible investors.

The talk that the concerns whose shares have been boosted most conspicuously will make "boundless" profits must be taken with more than a grain of salt. Investors would do well to keep in mind that it has required the expenditure of large sums of money to equip plants to fill war orders, and, that the money so spent will have to be deducted from the profits. Also it should be remembered that profits and dividends (the present advance in war stocks carries with it the suggestion that stockholders will be treated with great generosity) are not synonymous and that it is not necessary to go very far back into the history of some of these same concerns to uncover evidences of flagrant disregard for stockholders' interests by those in a position to dictate how they should be managed financially.

Labor Troubles a Factor

There is an old saying in Wall Street which tells you "never to sell stocks on labor troubles," but there is ground for the suspicion that not a little inside selling of the highly inflated "war shares" in the past few days has been influenced by the threatened strike of metal workers and allied trades which might sriously interfere with the filling of contracts for war supplies.

The greatest good derived from the filling of war orders has been the impetus imparted to general trade which has now gained in volume sufficiently to encourage the belief that if anything should happen suddenly to stop work on war contracts, the loss of this business would not leave the country in such an extreme state of depression as that from which it has been emerging in the last six months.

Money Conditions Sound

This belief rests partly on the excellent crop outlook and partly on the generally sound condition of the money market under the operation of the Federal Reserve law. There are ample funds on hand to finance the movement of the crops and supply at the same time capital necessary for business expansion.

Trade and financial experts generally consider the situation more promising than it was a year ago before the war broke out.

The soundness of the nation's economic structure has been well demonstrated by the highly satisfactory manner in which many perplexing problems arising from the European war have been solved.

DRUG CLUB WILL NOT MOVE

A proposal presented to a meeting of the Drug and Chemical Club, held last week, by the Title Guaranty & Trust Company regarding the erection of a new building for the exclusive use of the club was turned down by practically all of the members. The board of governors of the club had previously voted in favor of the project. Beside the vote of those present, 208 proxies against the change were presented.

DRUG FAILURES ARE DOUBLED

During the month of June, 1915, only one failure was recorded among the manufacturers of drugs and chemicals, which is the same as for the corresponding period a year ago. Among the wholesale dealers in chemicals and drugs there were fifty-one failures compared to twenty-four for a year ago. The total commercial failures for June of this year were 1,745 with liabilities of $18,313,118, while for the same time last year there were 1,160 failures with liabilities of $57,881,214.

The Jobbing Trade

Prices of Pharmaceutical Preparations to Retailers Have Generally Been Raised But Not in Proportion to Increased Cost of Ingredients

"War prices" for drugs and chemicals have increased the manufacturing cost of practically every pharmaceutical preparation on the market, but while leading manufacturing concerns have raised prices of their various compounds to physicians and the retail drug trade, they have not, generally speaking, been able to revise their lists commensurate with the higher cost of ingredients.

Perhaps the principal explanation for this lies in the fact manufacturers are loath to revise prices for their goods except there is a compelling necessity for doing so. The best customers a firm has on its books usually complain when they are charged more for an article than they have been in the habit of paying. Explanations are sometimes fruitless.

Cut Profits Rather Than Lose Customers

The big pharmaceutical concerns, therefore, have deemed it better business policy to sacrifice some of the profits to the increased cost of manufacturing than to take the risk of losing customers.

Given sufficient time buyers can be educated to the idea of paying higher prices, but one of the main difficulties in the present instance is the fact that the advance in prices for so many classes of articles, which enter extensively into a wide variety of pharmaceutical compounds, has been altogether too rapid to be assimilated all at once. This is especially true of the potassium salts and also of most salicylates, benzoates, phenolates, bromides, iodides and chlorates, all of which play a more or less important part in the compounding of medicinal preparations numbering in the hundreds.

Exporters Eager for Supplies

If it were not for the fact that the majority of manufacturers and jobbers are refusing to sell for export the volume of trade in pharmaceuticals would be much larger than it is at present, as there continues an active foreign demand for medicinal supplies, wanted largely for army use by the Allies, as well as for the heavier chemicals being used in connection with the manufacture of explosives. However, the policy quite generally adopted early in the war period of husbanding stocks in order to protect the domestic trade, has not been deviated from to any great extent.

The volume of domestic buying has slumped quite perceptibly within the week, retailers throughout the country taking only such quantities as will suffice for their immediate needs, which, as usual at this season, are not very urgent. Despite the falling off in demand there has been little or no tendency to a reduction in jobbing prices owing to the small supplies generally available.

PHILADELPHIA DRUGGISTS OBJECT

Say Ruling on Harrison Law Discriminates Against Them

Resolutions were adopted by the Philadelphia Association of Retail Druggists at a recent meeting held at the Philadelphia College of Pharmacy declaring that Treasury decision No. 2213 conflicts with article six in the law and that it forms a basis of discrimination against the legitimate druggist in favor of the dealers in patent and proprietary medicines.

The druggists say that in this decision the interpretation of the words "preparations," "remedies," and "prescriptions," has materially changed the exemptions in article six of the law and is contrary to the thought of those responsible for its enactment. This decision prevents the renewal of prescriptions containing narcotics in any quantities for both external and internal use, allowing at the same time the sale of patent and proprietary remedies and medicines containing narcotics in quantities.

In their appeal to Secretary McAdoo and Commissioner of Internal Revenue Osborn to have the decision reviewed, the druggists say that this interpretation works hardship on the medical profession and the laity as well as on the druggists.

Jobbers' Prices of Drugs and Chemicals

NOTICE—The prices herein quoted are average prices to Retail Druggists now ruling in New York Market

NOTE—Suggestions from subscribers concerning items which they would like added to this list, or any further information desired, will receive prompt attention.

Acacia, select white	lb.	.45	— .50
1st select powdered	lb.	.55	— .60
Seconds	lb.	.36	— .40
Fine granulated 1st	lb.	.55	— .60
Sorts	lb.	.20	— .30
Sorts, sifted	lb.	.30	— .34
Acetanilid	bl.	1.00	— 1.25
Acetone, Pure C. P., med	lb.	.40	— .43
Technical	lb.	.36	— .40
Acetphenetidine, U.S.P.	lb.	5.20	— 5.70
Acid, Acetic, No. 8 (sp. gr., 1.040)	lb.	.10	— .12
U. S. P., 36 p.c.	lb.	.12	— .15
C.P., Glacial, 99¼%	lb.	.22	— .28
Benzoic, Eng., true	oz.	.20	— .25
From Toluol	lb.	3.40	— 4.00
Boracic, cryst.	lb.	.12	— .15
Powdered	lb.	.12	— .16
Impalp	lb.	.20	— .28
Butyric, 100 p. c.	lb.		— 1.40
Cacodylic	oz.		— 2.00
Camphoric	lb.		— 4.55
Carbolic, cryst., bulk	lb.	1.70	— 1.80
10 and 15-lb. can	lb.	1.75	— 1.85
Crystals, 1-lb. bottles	lb.	1.80	— 1.85
Crude, 10-95 p. c.	gal.	.40	— .90
Chloracetic, 1-oz. v.	oz.	.35	— .40
Chromic, 1-oz. v.	oz.	.08	— .10
1-lb.			— .70
C. P.	oz.		— .32
Chrysophanic, true, v.	oz.	.25	— .28
Cinnamic, synthetic, v.	oz.	.20	— .26
Natural, 1-oz. v.	oz.		— .25
Citric, cryst., (kegs)	lb.	.72	— .75
	lb.	.80	— .90
Granulated	lb.	.85	— .95
Formic, Conc., 1 lb. bot.	lb.	.85	— 1.00
	oz.		— .19
Gallic	oz.	.10	— .12
¼, ½, 1-lb. cartons	lb.	.90	— 1.00
Glycerophosphoric	oz.	.22	— .30
Hippuric	oz.		—
Hydriodic, sp. gr. 1.150	oz.	.35	— .40
Sealed Tube	oz.	.50	— .52
Hydrobrom. conc., v.	oz.	.10	— .12
Dil., U.S.P., oz v. incl.	oz.	.05	— .09
	lb.		— .30
Hydrocyanic 1 oz. vial, U.S.P.	oz.	.10	— .12
Hydrofluoric, 55 p. c., in gut. pch. bot.	lb.	1.35	— 1.50
52 p.c., ceres. bt.	lb.		— .70
Hypophosphorous, sol., 30 per cent.	oz.		— .12
U. S. P., 10 p. c.	oz.	.06	— .10
Lactic, conc., 1 oz. v.	oz.	.09	— .11
	lb.	.90	— 1.00
Dilute	oz.	.05	— .07
Molybdic, C. P.	lb.	6.50	— 7.00
Muriatic, com. 20°, (Carboys 120 lbs. 2½c)	lb.	.05	— .07
C.P. Hydrochloric	lb.	.10	— .15
Nitro-Muriatic	lb.		— .25
Oleic, purified	lb.		— .25
Oxalic	lb.	.35	— .45
Powdered	lb.	.40	— .50
Phosphoric, diluted	lb.	.14	— .19
U.S.P., 1880, 50 p.c.	lb.	.35	— .40
Syrup, 85 per cent.	lb.	.40	— .45
Glacial sticks	lb.	.60	— .75
Picric	lb.	2.25	— 2.75
Pyrogallic, ¼, ½, and 1 lb. cans.	lb.	1.50	— 1.75
1 oz. v.	oz.	.20	— .24
Pyroligneous, purified	lb.	.18	— .22
Crude	gal.	.30	— .40
Salicylic, 1-lb. cartons	lb.	2.85	— 3.05
Bulk	lb.	2.85	— 3.00
From Gaultheria, oz. v.		.25	— .30
Sulphuric, aromatic	lb.		— .50
Com'l. 66 deg. (c. 160 lb.)	lb.		— .02
	lb.	.05	— .06
C. P.	lb.	.13	— .16
Sulphurous, U.S.P. so'n	lb.	.12	— .14
Tannic, Phar., lb. cart.	lb.	.75	— .90
Medicinal	lb.	1.00	— 1.10
Tartaric, cryst.	lb.	.50	— .55
Powdered	lb.	.51	— .56
Trichloracetic	oz.	.20	— .22
Valeric, 1-oz. v.	oz.	.16	— .18
Acoin	oz.		— 3.50
Aconite fvs., Eng., 1-lb. b.	lb.	1.25	— 1.30
Leaves, German	lb.	.20	— .25
Powdered	lb.	.24	— .29
Root, English	lb.		— 1.00
Powdered	lb.		— 1.15
Root, German	lb.	.25	— .30
Powdered	lb.	.31	— .36
Aconitine, Amorp, ⅛ oz. v ea.			— 1.75
Nitrate, Amorp., 15 gr. v. ea.			— 1.00
Cryst. 15 gr. v.	ea.		— .70
Adeps, Lanae, Anhydrous	lb.	1.60	— 1.80
Hydrous	lb.	1.40	— 1.50
(See also Lanoline)			
Agar Agar	lb.	.48	— .70
Agaricin	oz.	1.20	— 1.30
Alcohol, Absolute	gal.	4.50	— 5.00
Cologne, Sp., 95%, U.S.P., bbls.	gal.	2.60	— 2.70
Less	gal.	2.80	— 2.90
Com. 95%, U.S.P. bls.,	gal.	2.57	— 2.58
Less	gal.	2.75	— 2.85
Denatured, bls. & ½ bls.	gal.	.40	— .45
Methylic (Wood) bbls.	gal.	.50	— .65
Alkanet Root	lb.	.26	— .32
Allspice, clean	lb.	.11	— .15
Almonds, Bitter, shelled	lb.	.43	— .53
Sweet, Jordan	lb.	.45	— .55
Aloes, Barbadoes, true	lb.	1.25	— 1.30
Powdered	lb.	1.40	— 1.45
Cape	lb.	.14	— .18
Powdered	lb.	.20	— .25
Curacoa, gourds	lb.	.18	— .22
Socotrine, True	lb.	.30	— .36
Powdered	lb.	.38	— .45
Purified	lb.	.75	— 1.00
Aloin, 1 oz. v.	oz.	.08	— .10
Althea Root, Cut	lb.	.55	— .60
Alum, Ammonia, bbls.	lb.	.03½	— .08
Dried, 1 lb. cartons	lb.		— .14
Ground, bbls. or less	lb.	.03½	— .08
Powdered, bbls. or less	lb.	.04	— .08
Aluminum Acetate	lb.	.80	— .85
Metallic, powdered	oz.	.10	— .12
Sulphate, Com'l	lb.	.07	— .08
Cryst. C. P.	lb.	.45	— .50
Purified	lb.	.20	— .22
Ambergris, gray	dr.	4.00	— 6.00
Ammonia Water, 18 deg.	lb.	.05	— .07
20 deg.	lb.	.07	— .09½
26 deg., Conc.	lb.	.09	— .15
Ammoniac, Gum, tears	lb.	.35	— .40
Powdered	lb.		— .75
Ammonium, Acetate, cryst	oz.	.10	— .14
Benzoate	oz.	.15	— .20
From true Benzoic A	oz.	.22	— .26
Bromide, 1-lb. bottles	lb.	1.60	— 1.75
Carbonate, Jars	lb.	.12	— .15
Resubl. Cubes, 1-lb. bot.	lb.	.29	— .36
Powdered	lb.	.20	— .22
Citrate, 1 oz. v.	oz.	.12	— .15
Hypophosp. (lb. 1.85)	oz.	.15	— .18
Iodide	lb.	4.50	— 5.30
Molybdate	oz.	.32	— .40
Muriate	lb.	.14	— .17
Com'l Gran.	lb.	.08½	— .14
C. P. Gran.	lb.	.18	— .22
Powdered	lb.	.15	— .20
Nitrate, cryst.	lb.	.22	— .23
Granulated	lb.	.22	— .23
Oxalate, 1 lb. bots.	lb.		— .45
Phosphate, 1 lb. bots.	lb.	.45	— .50
Salicylate	lb.	1.80	— 2.25
Sulphate	lb.	.06	— .16
Pure, resub.	lb.	.25	— .28
Valerate	oz.	.21	— .25
Amyl Acetate	gal.	3.50	— 3.75
Technical	lb.	.40	— .50
Angelica Root, foreign	lb.	.26	— .36
Seed	lb.	.35	— .40
Anise Seed	lb.	.18	— .20
Star	lb.	.28	— .31
Angostura Bark	lb.	.40	— .45
Annato Seed	lb.	.15	— .20
Antimony Needle	lb.	.25	— .32
Antipyrine	oz.	.70	— .75
Apomorphine, Muriate, Amorphous, ⅛ oz. v.	ea.		— 2.25
Crystals, ⅛ oz. v.	ea.	2.10	— 2.25
Areca Nuts	lb.	.20	— .25
Powdered	lb.	.25	— .30
Aristol, Bayer	oz.		— 1.80
Arnica Flowers	lb.	.30	— .35
Powdered	lb.	.35	— .40
Root	lb.	.45	— .50
Arrowroot, American	lb.	.08	— .10
Bermuda, true	lb.	.55	— .60
Jamaica	lb.		—
St. Vincent	lb.	.16	— .18
Taylor's, ¼ lb. tin foil boxes, 12 lb	lb.	.34	— .37
Arsenic, Bromide, cryst.	oz.	.20	— .27
Iodide	oz.	.45	— .50
White, pow'd com'l	lb.	.08	— .17
Powdered, pure	lb.	.16	— .20
Yellow (Orpiment)	lb.	.18	— .27
Powdered, Medic.	lb.	.25	— .30
Asafetida, good, fair	lb.	.50	— .65
Powdered	lb.	.60	— .70
Aspirin	oz.		— .58
25-oz. lots	oz.		— .53
Atropine, 1/8 oz. v.	oz.	26.00	—27.25
Sulphate, 1/8 oz. v.	oz.	25.00	—26.20
Balm of Gilead Buds	lb.	.35	— .40
Balmony Leaves, Pressed	lb.		— .28
Balsam Fir, Canada	lb.	1.00	— 1.10
Oregon	lb.	.16	— .18
Peru	lb.	4.40	— 4.50
Tolu	lb.	.55	— .60
Barium Carb., prec., pure	lb.	.28	— .30
C. P.	lb.	.85	— 1.00
Caustic Hyd'te, C.P., Crys.	lb.		— 25
Chloride, 1 lb. bots.	lb.	.15	— .18
Dioxide, Anhydrous	lb.	.45	— .55
C.P., 1 lb. bots.	lb.		— 1.00
Nitrate, powdered	lb.	.20	— .22
Pure, 1 lb. bots.	lb.	.37	— .40
Sulphate, Pow. (Barytes)	lb.	.07	— .10
Pure precip.	lb.	.25	— .30
Basswood Bark, Pressed	lb.		— .24
Bayberry Bark, select	lb.	.15	— .19
Bay Laurel Leaves	lb.	.12	— .15
Bay Rum, P. R., bbls.	gal.	1.65	— 1.70
Less	gal.	1.85	— 2.00
Beans, Calabar	lb.	.35	— .40
Tonka, Angostura	lb.	1.25	— 1.35
Para	lb.	1.00	— 1.15
Surinam	lb.	1.20	— 1.30
Vanilla, Mexican, long	lb.	4.00	— 4.50
Short	lb.	3.50	— 4.00
Cuts	lb.	3.25	— 3.50
Bourbon	lb.	3.50	— 3.75
So. American	lb.	3.50	— 3.75
Tahita	lb.	1.65	— 1.85
Belladonna Lvs., 1-lb. bot.,	lb.		
German	lb.	1.00	— 1.25
Root, German	lb.	1.35	— 1.45
Powdered	lb.	1.45	— 1.50
Benzine	gal.	.30	— .40
Benzoin, Siam	lb.	2.10	— 2.25
Sumatra	lb.	.43	— .50
Powdered	lb.	.53	— .60
Berberine, C. P., ⅛ oz. v.	ea.		
Sulphate, 1 oz. v.	ea.	1.75	— 1.90
Berberis Aquifolium	lb.	.20	— .25
Bismuth, Betanaph. (Orphol)	oz.		— .88
Bromide	oz.		
Citrate and Ammonium	lb.	3.70	— 3.95
Salicylate, 65 p. c.	lb.	3.00	— 3.25
40 p. c.	lb.	2.80	— 3.00
Sub-benzoate	lb.	3.30	— 3.60
Subcarbonate	lb.	3.35	— 3.60
Subgallate	lb.	3.00	— 3.25
Subiodide	lb.	5.00	— 5.15
Subnitrate	lb.	2.75	— 3.00
Tannate	oz.	.27	— .30
Valerate	oz.	.34	— .38
Blackhaw Bark	lb.	.30	— .35
Bloodroot	lb.	.20	— .25
Blue Mass (Blue Pill)	lb.	.82	— .88
Powdered	lb.	.85	— .92
Blue Vitriol (see Copper Sulphate).			
Bone, Cuttlefish	lb.	.36	— .50
Powdered	lb.	.20	— .25
Jeweler's	lb.	.60	— .90
Boneset, Leaves and Tops	lb.		— .20
Borax, Refined	lb.	.08½	— .10
Powdered	lb.	.09	— .12
Buchu Leaves, long	lb.	1.35	— 1.45
Powdered	lb.	1.45	— 1.55
Short	lb.	1.35	— 1.45
Powdered	lb.	1.45	— 1.55
Burdock Root, Crushed	lb.	.22	— .26
Buds, Balm of Gilead	lb.	.35	— .40
Cassia	lb.	.22	— .28
Burdock Root, Crushed	lb.	.20	— .24
Seed	lb.		— .28
Cacao Butter, bulk	lb.	.36	— .40
Baker's A and white	lb.	.40	— .45
Dutch	lb.	.36	— .40
Huyler's 12-lb. box	lb.		— .50
Maillard's	lb.	.36	— .44
Caffeine, pure	lb.	7.00	— 7.50
	oz.	.50	— .60
Benzoate	oz.	.50	— .60
Bromide	oz.	.45	— .50
Citrated	lb.	4.10	— 4.35

"Glad Hand" and a Smile Count in Business Getting

Druggist Should Also Avoid Having to Tell Customers He is "Just Out" or Goods Wanted "Will be Here Soon"

By T. B. SHAFFER

Oneida, Ill.

As to "business getting," the retail druggists have been somewhat behind the general procession of retail merchants, but I think the tendency at present is improving.

Business getting involves a number of problems for use, to study, as, getting the most or best results out of advertising; mail order competition; making window displays draw more business; avoid over buying; obtain more than ordinary interest from clerks; the study of side lines. My experience has been in a town of about eight hundred inhabitants. Starting with a very small capital and by the study of these methods I got the business.

The man who can adjust himself to the times and who meets the competition of the men who try to control trade by cut rate and by other schemes, must be a man who is on the job with a glad hand and a smile no matter what it may be; who keeps in mind that he must keep up his reputation of always having what people want, and not always be "just out," "just ordered," or "will be here soon." But if instead he supplies the wants generally on time, it is in his favor as a business getter. By assuring the doctors of these points I have gained their confidence and trade.

Keep Tincture Bottles in Background

The side lines that a retail druggist may carry are many, and he should always be on the lookout for a good line.

The location has a very important part in business getting. If one is not located in the business center, make yourself attractive so you will be found.

The telephone should be handy for both you and your customer. The show cases should be clean and decorated to the best of your ability. On top of the cases attractive signs, easels, or families of preparations should be seen.

To get business in all seasons of the year, the changes of goods must be kept in mind, and especially the arrangement is an art, as well, and makes an attractive store.

The time for the old tincture and salt mouth bottles to set out in the best display room you have has passed, and has been replaced with up-to-date fixtures filled with attractive side lines.

Signs Should be Clean and New

Advertising is one of the best essentials in business getting. The first, we may say, is the local newspaper. Your "ad" should be changed each time and generally with a good headline, advertising one thing at a time. A number of locals in the news column is good. Your store front should be kept up with new and clean signs. In the country the fence signs are good, and it requires but a little of one's time each year to put them out. Take advantage of the programs for the different events of the year and see that an attractive "ad" is used. The advertising samples and folders should always be kept on hand.

Another business getting plan about the store I have tried out is the gold fish deal. I gave away two gold fish and a bowl with my advertising on it, with each twenty-five cent purchase of a certain line of goods. I sold 144 deals besides about 60 larger fish at 25 cents each; also the food at 10 cents a package. I figured by this deal that I put these goods in 100 different homes.

Concentrate Selling Efforts

Good window displays are very essential. Your windows first must be clear and clean, and then they can be made very attractive without much cost. Concentrate selling efforts devoted to one sort of goods at a time.

Most window displays do not contain enough reading matter, as price cards and selling points. The background and floor of the window should have the colors, etc., that will show the goods at best advantage. They should also be well lighted.

Holiday windows and seasonable goods should always be kept in mind. It is a good idea to keep on hand plenty of material like boxes, pyramids, glass shelves, mirrors and various other things to make the windows attractive. There is more benefit derived from good show windows than from the show cases on the inside.

Clerks Play an Important Part

The clerks of your store are a very important part. They should be neat, clean, and tactful, also accommodating and courteous.

They can make acquaintances that you haven't time or chance to. The personality is one of the qualifications of a good clerk. The clerks and proprietor alike should be equally accommodating to the customer and make him feel that you cheerfully supply his wants. Every package that leaves the store should be wrapped and labeled neatly, with sometimes an enclosure of some advertising matter.

The mail order competition in the retail drug business can be worked fully as well as in any other retail business. We advertise that we pay postage on parcel post orders to any address. The mailing list is kept with correct addresses.

Each year I supply the trade with weather charts with my business card. I find them more appreciated than the more expensive calendars.

Collecting accounts is a business getting plan. In keeping the accounts collected helps, as the unpaid accounts are the customers who drift from your store.

Patronize Your Home Dealers

It is well worth while for every druggist to read the drug journals, attend the conventions and exchange experiences with your neighbor. Set a good example by trading all you can at home. A motto that should impress one is: If *you* trade out of town; if I trade out of town; if *your neighbor* trades out of town, what in thunder will become of our town? Did you ever think of this?

With these points in view, business getting means that you must be progressive and a *booster* at all times; by taking an active interest in all public affairs that will bring more business.

MINERAL WATER SALES LOWER

Geological Survey Report Attributes Decrease to Better Municipal Supplies

The general improvement in the quality of municipal water, because of which the necessity of buying bottled drinking water has been lessened, is assigned by the annual report which has just been compiled by the United States Geological Survey as the chief cause of the six per cent decrease in the quantity of mineral waters sold.

The report shows that 54,358,466 gallons of mineral water, valued at $4,892,328 were bottled and sold in 1914, while the amount in 1913 was 57,867,399 gallons valued at $5,631,391. This makes the decrease in value thirteen per cent. The decrease in price is in line with a tendency which has been felt since 1906. At that time the prevailing price was 17 cents a gallon, while in 1914 it was 9 cents. This is partly accounted for by the increased sales of low priced table waters, which have decreased the sales of the higher priced mineral drinks.

The statistics show that 829 commercial springs were in operation during the year. New York State leads in the total quantity and value of water sold, although California is ahead in the amount of medicinal waters put on the market. In table waters, Wisconsin, California, Maine and Pennsylvania follow the lead of New York. Nearly half the trade is said to be in the hands of fifty producers. The above figures do not include more than six million gallons of mineral waters which were used in the manufacture of soft drinks.

According to the report of the geological survey, 2,726,142 gallons of mineral water valued at $857,707 were imported into the United States in 1914. About two-thirds of this amount came from France, Germany and Austria-Hungary. The total importations show a decrease over previous years.

Jobbers' Prices Current *of* Drugs *and* Chemicals—(*Cont'd*)

Caffeine, H'd'brm., gr. eff.	lb.	.60	— .75
Hydrochlor. (true salt)	oz.	.50	— .60
Sulphate, ¼ths	oz.	.65	— .70
Valerate	oz.	.60	— .70
Calamus Root, peeled	lb.	.22	— .24
Powdered	lb.	.27	— .31
White, peeled and split	lb.	.60	— .70
Calcium, Benzoate	oz.		— .19
Bromide	lb.	.85	— .95
Chloride, crude	lb.	.08	— .10
Fused	lb.	.55	— .75
Granulated	lb.		— .25
Glycerophosphate	oz.	.16	— .22
Hypophosphite	lb.	.95	— 1.05
Iodide	lb.	5.50	— 5.75
Lactate	oz.	.10	— .12
Lactophosphate Sol	lb.	1.20	— 1.30
Permanganate	oz.	.25	— .30
Phosphate, Precip.	lb.	.19	— .40
Sulphate, Precip., pure	lb.	.35	— .40
Sulphite	lb.	.14	— .16
Sulphocarbolate	oz.	.10	— .13
Calendula Flowers	lb.	**.60**	— **.65**
Calomel (see Mercury Chlor.)			
Camphor, refined	lb.	.45	— .55
¼-lb. squares	lb.	.47	— .52
Powdered	lb.	.50	— .60
Japanese	lb.	.45	— .55
Canary Seed, Sicily	lb.		—
Smyrna	lb.	.09½	— .10½
So. American	lb.	.08½	— .09½
Canella Bark, powdered	lb.	.30	— .34
Cannabis Indica Herb	lb.	2.00	— 2.15
Cantharides, Russ., sifted	lb.	5.00	— 5.25
Powdered	lb.	5.25	— 5.50
Chinese	lb.	1.50	— 1.55
Powdered	lb.	1.75	— 1.85
Capsicum	lb.	.25	— .30
Powdered	lb.	.30	— .35
Caraway	lb.	.14	— .16
Powdered	lb.	**.20**	— **.22**
Carbon Disulphide	lb.	.16	— .20
Tetrachloride	lb.	**.24**	— **.27**
Cardamom, Seed bleached	lb.	1.90	— 2.15
Decorticated	lb.	1.60	— 1.70
Powdered	lb.	1.70	— 1.90
Carmine, No. 40	oz.	.35	— **.42**
Cascara Sagrada Bark	lb.	.18	— .20
Cascarilla Bark	lb.	.22	— .26
Cassia, China	lb.	.16	— .20
Powdered	lb.	.18	— .22
Fistula	lb.	.15	— .20
Saigon, thin, select	lb	.45	— .60
Powdered	lb.	.55	— **.65**
Catechu, Medicinal	lb.	.16	— .18
Catnip Lvs., **pressed, oz.**	lb.	.27	— .30
Celery Seed	lb.	.26	— .30
Ceresin, white	lb.	.25	— .30
Yellow	lb.	.18	— .20
Cerium Oxalate	lb.	.33	— .37
Chalk, Precipitated, English,			
7 lb. bags	lb.	.11	— **.14**
Prepared, Eng., Thomas,			
8 lb. box, white	box	.50	— **.60**
Pink	box	.60	— **.70**
White, bbls.	lb.	.00¾	— **.04**
Chamomile Flowers, Hun.	lb.	.75	— .85
Roman or Belgian	lb.	.48	— .55
Chicle	lb.	.70	— .75
Chinoidine	oz.	.11	— .12
Chinolin, **pure**	oz.		— .45
Chiretta	lb.	.25	— .30
Chloral Hydrate, cryst.	lb.	1.25	— 1.40
Chloroform	lb.	.40	— .50
Chrysarobin	oz.	.24	— .26
Cinchona **Bark, pale, sel'd**	lb.	.28	— .32
Red	lb.	.36	— .38
Yellow, Calisaya	lb.	.38	— .44
Cinchonidine, Alkal., pure	oz.	.45	— .50
Salicylate	oz.		— .35
Sulphate	oz.	.22	— .30
Cinchonine, **Sulphate**	oz.	.14	— .18
Salicylate	oz.	.18	— .20
Civet	oz.	2.75	— 3.00
Cloves, Zanzibar	lb.	.25	— .30
Powdered, pure	lb.	.28	— .33
Penang	lb.	.42	— .46
Cobalt, pow. (Fly Poison)	lb.	.43	— .48
Cocaine, Alkaloid, ⅛ oz. v.	oz.	4.50	— 4.75
Hydrochlor., **crys., ozs.**	oz.	4.20	— 4.45
¼ oz **vials**	oz.	4.45	— 4.60
Oleate (5 p.c. Alk.)	oz.	.80	— 1.00
Coca Leaves, Huanuco	lb.		—
Truxillo	lb.	.55	— .60
Cocculus, Ind. (Fish Ber.)	lb.	.15	— .20
Powdered	lb.	.20	— .25
Cochineal, Honduras	lb.	.70	— .85
Powdered	lb.	.80	— .95
Codeine	oz.	7.25	— 7.50
Phosphate	oz.	6.75	— 7.25
Sulphate	oz.	7.00	— 7.50
Cohosh Root, black	lb.	.15	— .20
Blue	lb.	.14	— .19
Colchicum Root	lb.	.30	— .33
Powdered	lb.	.38	— .41
Seed	lb.	1.00	— 1.15
Powdered	lb.	1.10	— 1.25
Collodion, U.S.P., 1900	lb.	.49	— .60
Flexible	lb.	.55	— .60
Colocynth, select	lb.	.40	— .45
Pulp	lb.	.60	— .65
Colcmbo Root	lb.	.18	— .22
Coltsfoot Root	lb.	.25	— .30
Comfrey Root, crushed	lb.	.24	— .26
Condurango Bark, true	lb.	.40	— .45
Conium Leaves	lb.	.18	— .22
Seed	lb.	.20	— .25
Copaiba, S. A.	lb.	.50	— .55
Para	lb.	.47	— .52
Copper, Acetate, distilled	lb.		— .50
Ammoniated	lb.		— .50
Carbonate	lb.	**.24**	— **.32**
Chloride, pure, cryst.	lb.	**.55**	— **.60**
Iodide	oz.	**.40**	— **.46**
Subacetate (Verdigris)	lb.	.42	— .43
Powdered	lb.	.40	— .45
Sulphate (Blue Vit.)	lb.	.12	— .15
Barrels	lb.	.08	— .08½
Powdered	lb.	.13	— .16
Copperas	100 lbs.	1.00	— 1.12
Coriander	lb.	.10	— .12
Powdered	lb.	.15	— .21
Corrosive Sublimate (see Mercury Bichloride).			
Cotoin, true, ½oz. v.	oz.		—27.00
Cotton Root Bark	lb.	.20	— .25
Powdered	lb.	.25	— .30
Cramp Bark	lb.	.20	— .25
Coumarin	oz.	.48	— .56
Cranesbill	lb.	.24	— .29
Powdered	lb.	.30	— .35
Cream Tartar, powd.	lb.	.37	— .45
Creosote, Beechwood	lb.	1.75	— 2.00
Carbonate	oz.	.20	— .25
Croton-Chloral (Butylchl.)	oz.	.35	— .38
Cubeb Berries, sifted	lb.	.60	— .72
Powdered	lb.	.70	— .75
Cudbear	lb.	.30	— **.40**
Culver's Root	lb.	.25	— .30
Cumin Seed	lb.	.32	— .38
Damiana Leaves	lb.	**.20**	— **.24**
Dandelion Herb	lb.	**.25**	— .30
Root	lb.	.30	— .33
Cut	lb.	.32	— .38
Dextrine, yellow	lb.	.07	— .14
White	lb.	.09	— .15
Digitalin, ⅛ths	oz.		—10.75
15 gr. vials	ea.	**.50**	— **.55**
Digitalis Leaves, Eng.	lb.		—
German	lb.	.32	— .37
Powdered	lb.	.38	— .43
Pressed, ozs.	lb.	.35	— .40
Dog Grass, cut	lb.	.60	— .65
Dover's Powder	lb.	2.25	— 2.60
Dragon's Blood powd.	lb.	.40	— .70
Extra	lb.	1.10	— 1.35
Powdered	lb.	1.15	— 1.38
Reeds	lb.	.90	— 1.00
Duotol	oz.		— 1.50
Dwarf Elder	lb.	**.35**	— **.40**
Echinacea Root	lb.	**.25**	— .30
Elaterium	oz.	**.70**	— **.75**
Elderberries	lb.	**.25**	— .30
Flowers, pressed	lb.	**.32**	— .37
Juice, Sambuci	lb.		— .30
Elecampane Root	lb.	**.18**	— .20
Ground	lb.	**.22**	— .26
Elm Bark, select	lb.	**.28**	— .32
Ground, pure	lb.	**.30**	— .35
Powdered, pure	lb.	**.23**	— .33
Epsom Salts (see Mag. Sul.)			
Ergot, Russian	lb.	1.25	— 1.30
Powdered	lb.	1.35	— 1.45
Ether, Acetic	lb.		— .50
Chloric, U.S.P.	lb.	**.45**	— .60
Nitrous Conct.	lb.	**.80**	— 1.10
U.S.P.	lb.		— **.32**
U.S.P., 1880	lb.	**.30**	— **.36**
Washed	lb.	**.29**	— **.36**
Valerianic	oz.	**.25**	— **.30**
Eucaine Hydrochlor.	oz.		— 3.50
Eucalyptol, U. S. P.	oz.	.08	— .10
Eucalyptus Leaves	lb.	.15	— .20
Euonymin (Eclec. powd.)	oz.	.40	— .45
Euphorbium	lb.	.34	— .38
Powdered	lb.	.40	— .45
Euquinine	oz.		— 1.40
Exalgine	oz.		— 1.40
Fennel Seed	lb.	.40	— .52
Flaxseed, cleaned	bbls.	9.00	— 9.50
Less	lb.	.08	— .10
Ground	lb.	.07	— .10
Foenugreek Seed	lb.	.08	— .10
Ground	lb.	.09	— .12
Formaldehyde	lb.	.14	— .26
Fuller's Earth	lb.	.05	— .08
Galangal Root, selected	lb.	.30	— .35
Powdered	lb.	.35	— .40
Galbanum, strained	lb.	1.15	— 1.25
Gamboge, blocky	lb.	.85	— .95
Powdered	lb.	.95	— 1.05
Select, Pipe, bright	lb.	.85	— .95
Garlic, on strings	string	.25	— .30
Gaultheria (see Wintergreen).			
Gelatin, Pink	lb.	.90	— 1.00
Gold	lb.	.85	— .90
Silver	lb.	.40	— .45
Gelsemin (Resinoid)	oz.		— 5.00
Gelseminine, C.P., crystals, Ger., 15 gr. v.	ea.		— 5.00
Sulphate, 15 gr. v.	ea.		—
Gelsemium Root	lb.	.20	— .22
Powdered	lb.	.30	— .35
Gentian Root	lb.	.14	— .17
Powdered	lb.	.20	— .23
Ginger Root, African	lb.	.12	— .14
Powdered	lb.	.16	— .18
Jamaica, bleached	lb.	.22	— .24
Ground	lb.	.24	— .26
Powdered	lb.	.27	— .31
Ginseng	lb.	8.00	— 8.50
Glycerin, C.P., bulk, drums and bbls. added	lb.	.22	— .23
In cans	lb.	.23	— .24
Less	lb.	.32	— .35
Gold and Sodium Chloride, U.S.P., 15 gr. v.	doz.	2.80	— 3.40
Gold Thrd. (Coptis trifol)	lb.	1.20	— 1.40
Golden Seal Root	lb.	5.00	— 5.20
Powdered	lb.	5.25	— 5.35
Grains of Paradise	lb.	.40	— .45
Powdered	lb.	.46	— .51
Grindelia Robusta Herb.	lb.	.22	— .27
Powdered	lb.	.27	— .32
Guaiac, Resin	lb.	.40	— .45
Powdered	lb.	.50	— .60
Wood rasped	lb.	.03	— .06
Guaiacol, liquid	lb.	3.25	— 3.50
Carbonate (lb. 4.25)	oz.	.30	— .35
Salicyl. (Guaiac. Salol)	oz.		— 1.60
Valerianate (Geosote)	oz.		— 1.34
Guarana (Paullinia)	lb.	1.50	— 1.60
Powdered	lb.	1.65	— 1.75
Gun Cotton (Pyroxylin)	oz.	.20	— .25
Gutta Percha, crude chips	lb.	1.50	— 1.75
Sheet	lb.	1.50	— 1.75
Heliotropin	oz.		— .32
Hemlock Bark, crushed	oz.	.15	— .18
Powdered	lb.	.18	— .20
Hemol	oz.	.80	— .85
Hemp Seed	lb.	.06½	— .09½
Henbane Leaves, Eng.	lb.		—
German	lb.	.32	— .42
Powdered	lb.	.38	— .46
Seed	lb.		— .35
Henna Leaves	lb.	.25	— .35
Heroin Hyd'chl., 15 gr. v.	ea.		— .37
Hexamethylenamine	lb.	.85	— 1.10
Holocain, 1 gm. vials	ea.		— .35
Homatropin Alk.	gr.	.41	— .50
Hydrobromide	gr.	**.22**	— **.33**
Hydrochloride	gr.	**.40**	— **.45**
Salicylate and Sulphate	gr.	**.40**	— **.45**
Honey, strained	lb.	.12	— .15
Hops, select (1914)	lb.	.36	— .43
Pressed, ¼&½ lb. pkgs.	lb.	.39	— .45
Horehound Leaves	lb.	.20	— .25
Hydrastine, Alk., C.P.	oz.	28.00	—30.00
Hydrochloride	oz.	28.00	—30.00
Sulphate	oz.	28.00	—30.00
Hydrochinon	lb.	5.00	— 5.25
Hydrogen Peroxide, Sol., Medicinal	lb.	.20	— .25
Sol. Tecnical	lb.		—
Hyoscine Hydrob, 1 gr. v.	gr.	.20	— .29
Hyoscyamine, Amorph., 15 gr. vials	ea.		— 3.75
Crystal, white	gr	.30	— .40
Hydrobromide	gr.	.20	— .27
Iceland Moss	lb.	.16	— .18
Ichthyol	lb.	4.25	— 4.50
Indigo, Bengal, true	lb.		—
Manila	lb.	1.25	— 1.35
Insect Powder	lb.	.50	— .60
Pure Uncol'd Dalm'n	lb.	.65	— .75
Iodine Bromide	oz.		— .40
Resublimed	lb.	4.15	— 4.25
Iodoform, cryst. & powd.	lb.	4.60	— 4.75
Deodorized	oz.	.60	— .64
Ipecac Root, Carthagena	lb.	2.35	— 2.60
Powdered	lb.	2.45	— 2.55
Rio	lb.	nominal	
Irish Moss, bleached	lb.	**.20**	— **.25**
Irisin (Eclectic Powder)	oz.		— .60
Iron, Acetate, dry	oz.	.14	— .16
Bromide	oz.		— .10
Benzoate	oz		— .18

Profit Sharing Coupons

(*Continued from page 3*)

the attitude of the trade, *whether well founded or not,* would have a vital significance for him.

"But it is not unfair to say that the manufacturer has at times found the dealer in opposition to movements or plans which are sound economically and in every way. I am sure even the most ardent friend of the dealer would admit that this is true, and that the manufacturer has been forced to fight the issue out until the movement won.

Inertia of Dealer an Argument

"Since such has been the case, isn't it logical that the clever salesman for the coupon company says 'you know the inertia of the dealer against the trade-marked, nationally advertised brand. You know that you have had to appeal to the consumer in many cases and *force* the dealer to carry the line, even when it has been for his best interests. You know that even the company that enjoys the fullest measure of dealer co-operation has to use constant pressure to keep his goods moving. This opposition to the coupon is merely another instance of the unreasoning resentment of the dealer who feels that he alone should decide what to carry and what to sell.'

"Put at you that way, you will admit that it might sound pretty plausible.

"We have a vigilant eye for all kinds of data, pro and con, on this as well as other topics. We have seen very, very few logical analyses, from either the dealer or the manufacturer viewpoint, of the objections to the coupon plan. There are plenty of them, but they seem to slide all around the main points.

"The one argument which seems to crop up again and again—absolutely unsupported by facts—is that the coupons are a tax on the goods which must come cut of the goods—an extra charge for which the consumer must pay. If we have seen it once, we have seen it a hundred times, and yet it is one of those half-truths which is wholly unsound and absolutely dangerous in argument, because it can be so easily confuted.

An Extra Charge on Goods

"*Of course* it comes out of the goods and is an extra charge on the goods. So is the new plate glass window—the mahogany show case, the new sign, the extra delivery boy, anything else that the retailer uses to get more business, or better business. So is national advertising—so is the pretty package—so is the window trim, or the circular, or the sample—unless the business is a failure and loses money, in which case it is evident that *all* the charges have not been included in the goods.

"Since it is so obvious that the price the consumer pays must cover every charge of doing business, including a profit, if the business is to live, and if the coupon people can demonstrate that by their plan you can secure a greater increase of business more cheaply than by any other plan—in other words, if your manufacturing costs and sales price remain fixed and your sales costs drop—where has this popular little argument gone?

"Until the opponents of the coupon can prove that it is a higher sales cost than the best existing methods, or that it carries with it inherent objections which make it sufficiently unsound to *offset* the economy in selling (the conclusion we have reached), the coupon people have the drop on us good and plenty.

"When a manufacturer is approached by a concern which apparently answers every objection by a logical, sound 'reason why,' it is going to take something more than resolutions by associations to prevent a landslide, because no manufacturer can balance prejudice or resentment against logic and facts.

"I don't say the coupon plan is so entirely logical—in fact, I believe it is not—but it is in a lot better shape than the opposition."

The Coupon Company's Argument

J. M. Head, publicity director of the Sperry & Hutchinson Company and the Hamilton Corporation, has kindly given us the viewpoint of the coupon company in the following interview:

"Premium giving is primarily of two sorts—one where the actual merchandise is given away by the merchant, and the other where the merchant or the manufacturer gives a trading stamp or coupon, which is redeemed either by the merchant or the manufacturer, or by a coupon or stamp company, whose business it is to sell these coupons or stamps to manufacturer or dealer.

"The 'trading stamp,' as generally understood, is used by the retailer, while the word 'coupon' is usually used to designate the premium token which the manufacturer packs with his goods, which are sold over the counters of the retailer.

"It is important to understand the distinction between the trading stamp and the coupon, since, while the principle which actuates the use of each is largely the same, the operation of the two in trade is essentially different. There may be arguments in favor of the trading stamp, which might not apply to the coupan, and *vice versa.*

"In this article the question of the coupon will be taken up to the exclusion of the trading stamp, since most of the business organizations which have made a direct attack on coupons, have expressly admitted that they have no fight against the trading stamp.

"Added Value" for Continuous Patronage

"The basic principle underlying the use of the premium is that human nature is ever prone to insist that it shall be considered a part of the business equation. If by the use of some added value a buyer can be held to the continuous purchase of some particular article, to the exclusion of others, then the manufacturer who is willing to grant that added value, will succeed in building up his sales—increasing the aggregate. The 'added value' which many manufacturers are willing to give in return for the consideration of continuous or increased patronage, is the coupon.

"The proposition is so simple that it does not require any great amount of explanation, once the theory is understood. If human nature were not human nature, but were distinctly something else, then the coupon might not be of service. And it could be equally well said that in such a case, neither would advertising, or any form of service. But because a man or a woman likes to feel that his patronage is of some value, because he or she insists that this value should be recognized by the manufacturer, the manufacturer has been forced to use the coupon.

"Let me say right here that it is not the manufacturer or the coupon company that has made the giving of coupons a success. That success comes from the other end—from the consumer. It is the consumer—the people, if you will—who has made the giving of coupons, not only desirable, but in many cases absolutely necessary.

Manufacturer and Dealer Should Agree

"Opponents of the coupon have tried to engender a fight between the manufacturer who gives coupons and the merchant who sells the goods in which the coupons are packed; have tried to raise a false issue between two factors in merchandising, neither of which could exist without the other.

"There is, or should be, no fight between the manufacturer and the dealer. The interest of one should be the interest of the other. This, of course, is true only in the case where a manufacturer is a manufacturer exclusively, and the dealer is a dealer exclusively. When the manufacturer tries to sell directly to the consumer, he cuts out the dealer, and when the latter sells goods which are of his own make, he cuts out the manufacturer. In such cases there is no community of interest—no real dependence of one on the other.

"There is no logic in the argument that the cost of coupons is an added tax on business, because this could apply equally well to all forms of advertising, and to all forms of service. Everything which places one cent of additional cost on the business is an added tax; but if the added tax produces new business, then it is good common sense to take on that additional tax.

"Neither is there any reasonable basis for the claim that the use of the coupon forces the merchant to handle the goods in which the coupon is packed, to the exclusion of others, for this is exactly what the manufacturer tries to do when he spends thousands of dollars a year in advertising. He wants his goods to be so popular that they will be called for at the dealer's. It is his reason for advertising; it is his reason for using the coupon.

"The contention that the use of the coupon forces the dealer to handle goods which may be inherently inferior fails

(*Continued on page 20*)

Jobbers' Prices Current *of* Drugs *and* Chemicals—(*Cont'd*)

Iron Chloride, crst., U.S.	lb.	.18	— .20
Citrate, U.S.P.	lb.	.80	— .90
and Ammonia, Sol.	lb.	.75	— .83
and Quin. Cit. U.S.P. (12p.c.Q.) Scales	lb.	2.30	— 2.50
Quin, & Strychnine	lb.	2.60	— 3.00
Hypophosphite	lb.	1.75	— 1.85
Iodide	oz.	.35	— .40
Syrup	lb.	.36	— .42
Nitrate Solu'n, U.S.P.	lb.	.27	— .30
Oxalate (Ferrous)	oz.	.08	— .12
Ph'phate, gran., lb. bots.	lb.	.68	— .73
U. S. P. Scales	lb.	.75	— .86
Precipitated, 1 lb. bots.	lb.	.35	— .40
Protocarb (Vallet's M.)	lb.		— .30
Pyrophosp. Scales Sol.	lb.	.75	— .83
Quevenne's (by hydgn.)	lb.	.48	— .58
Salicylate	oz.	.11	— .15
Sesquichloride	lb.	.30	— .35
Solution	lb.	.09	— .15
Subsulphate	lb.	.20	— .27
Solution (Monsel's)	lb.	.12	— .15
Sulph. (Copperas) .100 lbs.		1.25	— 1.40
Cryst., pure	lb.	.08	— .12
Dried	lb.	.15	— .18
Tartrate & Ammonium	lb.	.70	— .80
and Potass., Scales	lb.	.70	— .80
Tersulph, Sol., U.S.P.	lb.		— .20
Valerate	oz.	.20	— .23
Isinglass, Russian	lb.	6.00	— 6.50
Jaborandi Leaves	lb.	.25	— .35
Jalap Root, selected	lb.	.20	— .26
Powdered	lb.	.28	— .32
Juniper Berries	lb.	.09	— .12
Kamala	lb.	1.75	— 1.85
Powdered	lb.	1.85	— 2.00
Purified	lb.		—
Kaolin	lb.	.07	— .09
Kava Kava	lb.	.26	— .30
Kino	lb.	.55	— .60
Powdered	lb.	.65	— .70
Kola Nuts, sml. and lge.	lb.	.17	— .22
Powdered	lb.	.23	— .28
Kousso, powdered	lb.	.55	— .60
Lactucarium	lb.	4.50	— 7.50
Ladies' Slipper Root	lb.	.47	— .55
Lanoline, "B. J. D."	lb.		—
Anhydrous	lb.		—
"Leibreich"	lb.		—
Anhydrous	lb.		—
Lanum, "Merck"	lb.		— 1.30
Anhydrous	lb.		— 1.80
(See also Adeps Lanae)			
Larkspur Seed	lb.	.40	— .45
Powdered	lb.	.50	— .55
Lavender Flowers	lb.	.30	— .35
Extra	lb.	.40	— .45
Hand picked	lb.	.45	— .50
Lead Acetate (Sugar)	lb.	.20	— .25
Chloride	lb.	.65	— .75
Iodide, powdered	oz.	.34	— .37
Nitrate	lb.	.20	— .38
Leeches, best Swedish	ea.	.12	— .15
Lemon Peel, Ribbons	lb.	.15	— .20
Ground	lb.	.20	— .25
Licorice, Corig	lb.	.35	— .40
Mass	lb.	.34	— .39
Powdered	lb.	.40	— .45
Root, Russian, cut	lb.	.24	— .28
Powdered	lb.	.22	— .26
Root, Spanish, bundles	lb.	.19	— .22
Powdered	lb.	.20	— .24
Lime, Chlorinated, bulk	lb.	.05½	— .06½
Assort., 1, ½ and ¼ lb.	lb.	.10	— .12
Lithium Acetate	oz.		— .22
Bitartrate	oz.		— .22
Bromide	lb.	2.60	— 3.50
Carbonate	lb.	1.40	— 1.50
Citrate	lb.	1.70	— 1.85
Glycerophosphate	oz.	.35	— .40
Salicylate	lb.	2.75	— 3.00
Lobelia Herb	lb.	.20	— .25
Powdered	lb.	.25	— .30
Seed, clean	lb.	.35	— .40
Powdered	lb.	.40	— .45
Lovage Root, sel., white	lb.	.90	— 1.00
Seed	lb.	.60	— .70
Lupulin	lb.	2.50	— 2.60
Lycopodium	lb.	1.10	— 1.15
Mace, whole	lb.	.65	— .70
Powdered	lb.	.75	— .80
Magnesium, Benzoate	oz.		— .20
Calcined	lb.	.50	— .62
Carbonate, 4 ozs.	lb.	.14	— .24
2 ozs.	lb.	.16	— .25
Powdered	lb.	.20	— .25
Ponderous	lb.	.80	— .85
Glycerophosphate	oz.	.30	— .32
Hypophosphite, pure	lb.	1.75	— 1.85
Metal, Powdered	oz.	.32	— .40
Magnesium Metal, Ribbon	oz.		— .70
Phosphate, pure	oz.	.06	— .08
Sulphate (Sal Epsom)	lb.	.05	— .06
C. P. Crystals	lb.	.14	— .16
Dried	lb.	.12	— .20
Malva Flowers, large	lb.		—
Blue, small	lb.	2.00	— 2.25
Mandrake Root	lb.	.18	— .22
Powdered	lb.	.20	— .28
Manganese, Bromide	oz.	.18	— .23
Carbonate, crys., med.	oz.	.08	— .10
Chloride, cryst.	lb.	.25	— .55
Hypophosphite	lb.	1.75	— 1.85
Lactate	oz.	.22	— .25
Oxide, black, powd.	lb.	.08	— .18
Manna, flake, large	lb.	.92	— 1.00
Small	lb.	.58	— .62
Marjoram Leaves, Ger.	lb.	.50	— .55
Mastic	lb.	.75	— .85
Matico leaves	lb.	.40	— .45
Menthol, cryst.	lb.	2.80	— 3.00
Mercury	lb.	1.48	— 1.55
Ammon. (pure precip.)	lb.	1.80	— 1.90
Bichloride (cor. sub.)	lb.	1.44	— 1.52
Powdered	lb.	1.39	— 1.47
Bisulphate	lb.	1.30	— 1.37
Chloride, mild (Cal'l)	lb.	1.52	— 1.57
Iodide, green, Proto.	lb.	3.15	— 3.90
Red (Pre.) Biniodide	lb	3.40	— 4.00
Oxide, Red (Red. Pre.)	lb.	1.65	— 1.70
Yellow	oz.	.13	— .16
Salicylate	oz.	.27	— .30
Sulphate (Turp. M'l)	lb.	1.25	— 1.80
Mercury with Chalk (by succussion)	lb.	.84	— .92
Millet Seed	lb.	.06	— .13
German	lb.		—
Morphine, Acet., ⅛ oz. v.	oz.	5.70	— 5.85
Alkaloid, pure, ⅛ oz. v.	oz.	6.10	— 6.35
Hydrobromide, ⅛ oz. v.	oz.	5.85	— 6.00
Hydrochloride, ⅛ oz.v.	oz.	5.70	— 5.85
Sulphate, 1 oz. v.	oz.	5.45	— 5.60
⅛ oz. vial	oz.	5.70	— 5.85
Valerate, ⅛ oz. v.	oz.	5.85	— 6.10
Mullein Flow., 1-lb. cans	lb.	2.10	— 2.20
Musk Root	lb.	1.10	— 1.20
Powdered	lb.		—
Mustard Seed, black	lb.	.14	— .16
Ground	lb.	.18	— .20
White	lb.	.15	— .18
Ground	lb.	.28	— .35
Myrrh (Gum-Resin)	lb.	.28	— .40
Naphthalene, flake or balls	lb.	.18	— .20
Nickel and Ammon. Sul.	lb.	.20	— .25
Sulphate	lb.		— .26
Nutgalls	lb.	.30	— .36
Powdered	lb.	.38	— .42
Nutmegs	lb.	.25	— .29
Extra large .....80 to lb.		.28	— .32
Nux Vomica	lb.	.12	— .14
Powdered	lb.	.22	— .26
Oil, Almond, bitter	lb.	7.00	— 8.00
Without Acid	lb.	7.50	— 8.50
Sweet, pure	lb.	1.00	— 1.15
Amber, crude, dark	lb.	.23	— .27
Rectified	lb.	.35	— .40
Aniseed, Star	lb.	1.50	— 1.60
Benne (Sesame), Imported, bbls., or less.	gal.	.85	— 1.00
Bergamot	lb.	3.80	— 3.90
Birch, Black (Betula)	lb.	2.50	— 2.65
Cade	lb.	.25	— .30
Cajuput, bottles	lb.	1.00	— 1.10
Camphor	lb.	.22	— .28
Caraway	lb.	2.25	— 2.30
Cassia	lb.	1.20	— 1.50
Castor, American	lb.	.12½	— .16
Cedar Leaves, pure	lb.	.65	— .75
Wood	lb.	.26	— .32
Celery	oz.	.85	— .95
Chaulmoogra	lb.	1.60	— 1.70
Cinnamon, Ceylon	oz.	.80	— .90
Citronella	lb.	.58	— 1.60
Cloves	lb.	1.30	— 1.40
Coconut, Cochin	lb.	.22	— .25
Ceylon	lb.	.18	— .23
Cocoa	lb.	.18	— .23
Cod Liver, Newf'land	gal.	2.00	— 2.25
Norwegian	gal.	2.50	— 3.00
Bbls.	ea.	70.00	—75.00
½ bbls.	ea.	36.50	—39.00
Copaiba, pure	lb.	1.10	— 1.25
Coriander	oz.	.62	— .70
Cottonseed, yel. & wh.	gal.	.78	— .83
Croton	lb.	1.20	— 1.35
Cubeb	lb.	3.40	— 3.50
Cumin	lb.	4.60	— 4.85
Dill	oz.	.40	— .45
Erigeron, true	lb.	1.35	— 1.40
Eucalyptus	lb.	.75	— .85
Fennel Seed, pure	lb.	3.25	— 3.75
Oil Gaultheria Leaf	lb.	4.50	— 4.75
Geranium, Rose, nat'l	lb.	5.50	— 6.00
Turkish	lb.	4.25	— 4.50
Ginger	oz.	.45	— .50
Gingergrass	lb.	2.00	— 2.25
Haarlem, Dutch	gross	2.60	— 2.75
Gold Medal Tilly, large,	gross		—
Regular	gross		—
Capsules	gross		—27.00
Sylvester's	doz.		— 3.00
Hemlock	lb.	.80	— .90
Juniper Berries	lb.	1.60	— 2.00
Wood	lb.	.40	— .50
Lard	gal.	.85	— 1.10
Lavender, Mitcham	oz.		—
Flowers	lb.	4.50	— 5.25
Garden, French	lb.	1.35	— 1.50
Spike	lb.	1.40	— 1.50
Linseed, boiled	gal.	.59	— .70
Raw	gal.	.58	— .68
Lemon	lb.	1.50	— 1.65
Lemongrass	lb.	1.10	— 1.25
Limes, expressed	lb.	3.30	— 3.40
Distilled	lb.	2.25	— 2.50
Mace, distilled	lb.	1.25	— 1.35
Expressed	lb.	1.10	— 1.20
Male Fern, Ethereal	lb.	5.50	— 6.00
Mustard, artificial	lb.	4.75	— 5.00
Essential	oz.	.50	— .60
Expressed	gal.	.90	— 1.10
Mirbane	lb.	.60	— .65
Neatsfoot	gal.	.75	— 1.15
Neroli, Bigarade, best.	oz.	4.00	— 4.50
Petale, extra	oz.	4.50	— 5.00
Nutmeg	lb.	1.20	— 1.25
Olive Lucca, Cream, ½ gal. & 1 gal. cans.	gal.	3.25	— 3.50
3 and 6 gal. cans.	gal.	3.10	— 3.35
Malaga	gal.	1.40	— 1.65
Orange, bitter	lb.	2.30	— 2.40
Sweet	lb.	2.20	— 2.45
Origanum	lb.	.35	— .90
Palm, Lagos	lb.	.20	— .25
Kernel	lb.	.25	— .30
Paraffin	gal.	.40	— .50
Light	gal.		—
Russian	gal.		—
Patchouli	oz.	.45	— .60
Peach Kernels	lb.	.50	— .60
Peanut	gal.	1.00	— 1.20
Pennyroyal	lb.	1.75	— 2.00
Pepper, black, (Oleoresin, U. S. P.)	lb.		— 3.90
Peppermint, N. Y.	lb.	1.80	— 1.90
Hotchkiss	lb.	2.75	— 3.00
Western	lb.	1.80	— 1.90
Pimenta	lb.	2.25	— 2.75
Pine Needles	lb.	.75	— 1.75
Poppy, true	lb.	.20	— .25
Rape Seed	gal.	1.00	— 1.10
Rose, Kissanlik	oz.	10.00	—11.00
Artificial	oz.	3.50	— 4.00
Rosemary Flowers	lb.	1.10	— 1.25
Trieste	lb.	.75	— .90
Rosin	gal.	.35	— .70
Rue, pure	oz.	.40	— .50
Salad, Union Oil Co.	gal.	.70	— .75
Sandalwood, English	lb.	6.25	— 6.50
Savin	lb.	2.60	— 2.80
Spearmint, pure	lb.	2.00	— 2.75
Sassafras	lb.	.95	— 1.00
Sperm, winter, blchd.	gal.	.85	— 1.00
Spruce	lb.	.75	— .90
Tansy	lb.	3.50	— 4.00
Tar, U.S.P.	gal.	.40	— .50
Thyme, commercial	lb.	.35	— .75
Red, No. 1	lb.	1.70	— 1.80
White	lb.	1.75	— 2.00
Whale	gal.	.70	— .75
Wine, Ethereal, light	lb.	2.75	— 3.00
Heavy, true, f. grapes	lb.	4.50	— 5.50
Wintergreen	lb.	4.50	— 4.75
Synthetic	lb.	1.85	— 2.00
Wormseed, Baltimore	lb.	2.45	— 2.55
W'mwood, Amer., good	lb.	2.75	— 3.25
Ointment, Mercurial, ⅓ mercury	lb.	1.00	— 1.10
1/3 Mercury	lb.	.90	— 1.00
Olibanum	lb.	.20	— .26
Opium (Natural)	lb.	7.50	— 7.75
Granulated	lb.	8.85	— 9.00
U. S. P., powdered	lb.	8.75	— 8.95
Orange Flowers	lb.	1.30	— 1.45
Peel, Curacoa	lb.	.10	— .15
Orris, Florentine	lb.	.20	— .25
Select Finger	lb.	.90	— 2.00
Verona	lb.	.25	— .30
Paraffin	lb.	.10	— .14
Paraform	oz.	.10	— .14
Paralydehyde	lb.	1.70	— 2.00

Would Restrict Sale of Chloral Hydrate

President of Ohio Ph. A. Says Demand for Drug Has Increased Tremendously—Association Meets at Cedar Point.

In his annual address to the Ohio State Pharmaceutical Association at the meeting held at Cedar Point, July 13-16, President W. M. Bowman of Toledo endorsed the Harrison Federal Narcotic Law and recommended like laws for Ohio. He also recommended measures regulating the sale of chloral hydrate, for, he said, "the sale of this drug has increased 500 per cent since the enactment of the Harrison law."

The question of favoring or opposing the proposed referendum on the Smith-Mallow agricultural commission decentralizer law came before the second meeting of the association and after a stiff fight it was voted that the association had no interest in the suggested action. The report of the committee on legislation, which was adopted, heavily scored W. R. Hower, drug inspector of the State Dairy and Food Department, for his alleged activities against the Platt bill.

Reciprocal Registration Favored

President Bowman's plea for better laws resulted in the association taking a long step in the direction of uniform pharmacy laws by voting to back only such legislation as was approved by the National association. The association went on record as seeking reciprocal registration.

The election of officers resulted in J. F. Gallaher of Dayton being chosen president for 1915-16. The new first vice-president is Forest D. Christian of Sydney; the second vice-president, John H. Brinker of Bellevue; the treasurer, L. W. Funk of Columbus; the secretary, Theodore D. Wetterstroem of Cincinnati, and the new member of the council, W. M. Bowman of Toledo.

The Ohio State Board of Pharmacy, meeting in conjunction with the Pharmaceutical Association, granted certificates to 66 out of 147 candidates for registration as pharmacists. Twenty-five of those who failed the higher test received a rating sufficiently high to secure them registration as assistant pharmacists. Of the applicants for this latter position, 33 were granted certificates.

PROFIT SHARING COUPONS

(*Continued from page* 18)

to have weight when it is understood that no article that does not have a value all its own will long be bought by the consumer, whatever may be the inducements held out to him or her.

"It has been declared that the lack of exclusiveness in the sale of coupon goods is fatal to the dealer. The argument is that if every dealer in a certain town handles the same coupon goods, then no one dealer has advantage over the other, and that the dealers all might be just as well off if the goods did not carry a coupon.

"And, again, nationally advertised goods might be cited to meet this argument. Take, as an instance, Quaker Oats, advertised all over the country, and sold by dealers almost everywhere.

Trading Stamp Gives Competitive Advantage

"The advertisement which the company puts out applies equally as strong to the products of the Quaker Oats Company in one store as it does to those in another store just across the street in the same town. And yet most dealers infinitely prefer to handle Quaker Oats to some unadvertised brand, because they know that the average customer who comes into the store will ask for Quaker Oats. A quick turnover will recompense for the so-called lack of exclusion. The actual 'competitive advantage' between dealers alone must come through the use of the trading stamp. Hence, it must be said that the dealer who sells coupon goods and at the same time uses a trading stamp, is doubly armed.

"The coupon idea no longer is in an experimental stage. It has demonstrated that it *does* create demand for the goods which carry the coupon, and hence helps the retailer where it adds to the sales of those particular goods which he handles. It would be foolish to say that there have not been some cases where failures have resulted. Manufacturers can be found who will declare that coupons have not helped them. But it is likewise true that manufacturers can be found who will vehemently insist that advertising has not produced results. It is probable that most of the cases where good results, either in advertising or in using the coupon, were not obtained, were due to shortcomings in some other direction. Powerful as the coupon or national advertising may be, they alone will not vitalize a new business or revivify one that is moribund. *They are not panaceas for all the ills to which commercialism is heir.* No one who understands the operation of either agency will contend that they form the entire foundation on which the superstructure is builded. But they are a very strong part of the support.

"It should be understood that the purveyors of coupons lay no claims to working other than in the natural way. Their argument, simply expressed, is that the manufacturer wants to increase the sale of his goods, and that since it has been shown that coupons do increase the sales, the wide-awake manufacturer, free from prejudice, cannot afford to ignore this agency. It is no argument to declare that a thing cannot be done which has been done a thousand times already. Facts are the most stubborn things for one to tilt his lance against. The 'stuff that dreams are made of' and on which theories are builded is not the same material as that out of which coupons have been evolved."

The Retailers' Viewpoint

Charles L. Rader, sales manager for the American Druggists' Syndicate, when asked his opinion as to the efficacy of coupons as a means of increasing the sales of any product, said he believed the only use of the coupon was as a nucleus for an advertising campaign. He pointed out that for the retail dealer there was absolutely no advantage in the coupon because if one dealer in the community has them, all the dealers will have them, and hence there will be no advantage to any.

Mr. Rader made it clear that he was expressing merely his own opinion on the matter and not that of his firm. "But," he said, "it is evident from the fact that the coupons are not used in any of the stores which handle A. D. S. products that they are not regarded very highly as a means of selling goods. If our retail dealers felt it were for their advantage to have coupons in the goods we put up, we should hear from them at once, and the A. D. S. company would consider the matter very carefully.

"From my own experience, however, I believe that the retail dealer can gain no advantage in the handling of coupons except by giving away an undue percentage, which constitutes an additional method of price cutting, already made too easy."

Mr. Rader believes the use of coupons will grow steadily, but that it will be entirely in the field of the wholesaler. The use of the coupon packed in the package by the manufacturer, he said, would continue to be a valuable means of advertising.

"But this is of no advantage to the retail dealer," said Mr. Rader. "With only one coupon in the package and no 'extras' for the dealer to give out, it makes no difference whether the dealer handles coupon goods, for in this case the situation comes back to the starting point of competition between the dealers with no advantage on either side.

"The reason that most retail stores will never succeed with the coupon is that they do not force it upon the customer. The dealer feels that perhaps this customer is not interested in saving the coupon, and he will save a little by not giving him one. It is this which has been fatal to the coupon as a successful means of advertising to the retail dealer.

"It is this point, however, which has made the coupon a success in the United Cigar Stores, for the first thing that the store managers are instructed to do is to force the coupon upon the customer. He receives the coupon with his purchase, and he is never allowed to forget it as he walks out. It is only by constant hammering that the coupon has been made valuable as a selling force in the tobacco trade."

The manufacturers of every cigarette on the market, Mr. Rader believes, would be glad to take the coupon out of the package if they could. He believes that without the coupon the manufacturer could sell cheaper and yet make more profit, at the same time the retailer would be able to make more and give the customer better value.

Jobbers' Prices Current *of* Drugs *and* Chemicals—(*Cont'd*)

Pareira Brava Root	lb.	.28	— .34
Parsley Seed	**lb.**	**.31**	**— .36**
Pellitorine Tan, 15 gr.v.	ea.		— .40
Pellitory Root	**lb.**	**.40**	**— .45**
Paris Green	**lb.**	**.18**	**— .22**
Pennyroyal, Herb	**lb.**	**.20**	**— .25**
Pepper, black, clean sift	**lb.**	**.18**	**— .22**
White	lb.	.28	— .32
Peppermint Herb, Germ.	**lb.**	**.50**	**— .55**
Leaves, pressed, ozs.	**lb.**	**.25**	**— .30**
Petrolatum, U.S.P., white	**lb.**		— .15
Phenacetin, Bayer(lb.8.00)	**oz.**		— .66
Phosphorus, Amorphous	**lb.**	**1.05**	**— 1.15**
Pilocarpine, Alk., pure	gr.	.05	— .07
Hydrobromide, 5 gr. v.	gr.	.05	— .07
Hydrochloride	gr.	.03	— .06
Nitrate	gr.	.03	— .06
Pink Root, true	**lb.**	**.65**	**— .70**
Piperidine	**oz.**		**— 1.00**
Piperin	**oz.**	**.55**	**— .65**
Pitch, Burgundy	lb.	.08½	— .12½
Plaster, calcined	bbl.	1.50	— 2.25
True, dentist's sifted	bbl.		— 2.50
Pleurisy Root	lb.	.30	— .35
Podophyllin (Resin)	lb.	3.10	— 3.25
Poke Berries	**lb.**	**.20**	**— .22**
Root	lb.	.16	— .22
Powdered	lb.	.20	— .25
Poppy Heads	**lb.**	**.45**	**— .55**
Seed, blue (Maw)	lb.	.18	— .20
White	lb.	.20	— .22
Potassa, Caustic, com.	lb.	.12	— .18
White, sticks	lb.	.55	— .70
Potassium Acetate	lb.	.55	— .60
Benzoate	oz.	.15	— .22
Bichromate	lb.	.30	— .35
Bicarbonate	lb.	.35	— .40
Bisulphate, cryst.	**lb.**		**— .32**
C. P.	**lb.**		**— .40**
Bitartrate, Ref. (Cream Tartar), pure, powd	lb.	.37	— .45
Bromide	lb.	1.50	— 1.85
Carbonate (Pearl Ash)	lb.	.20	— .25
C. P.	lb.	.40	— .45
Refined (Sal Tartar)	lb.	.35	— .42
Chlorate	lb.	.37	— .42
Powdered	lb.	.38	— .43
Purified and gran.	lb.	.50	— .55
Chloride, C. P.	**lb.**	**.25**	**— .30**
Citrate	lb.	.75	— .85
Glycerophosphate	oz.	.15	— .25
Hypophosphite	**lb.**	**1.10**	**— 1.25**
Iodide	lb.	3.20	— 3.80
Lactophosphate	oz.	.20	— .24
Nitrate	lb.	.24	— .29
Powdered	lb.	.25	— .30
C. P.	lb.	.35	— .40
Permanganate	lb.	1.25	— 1.50
Pure, powdered	lb.	1.35	— 1.60
Prussiate, red	lb.	1.00	— 1.30
Yellow	lb.	.75	— .90
Salicylate	**oz.**	**.12**	**— .15**
Sulphate, powdered	lb.	.18	— .20
C. P.	lb.	.28	— .32
Sulphide	lb.	.32	— .40
Tartrate, Powdered (Soluble Tartar)	**lb.**	**.65**	**— .75**
Prickly Ash Bark	**lb.**	**.25**	**— .30**
Powdered	lb.	.32	— .37
Berries	lb.	.20	— .25
Pulsatilla Herb	**lb.**	**1.45**	**— 1.65**
Pumpkin Seed	lb.	.20	— .25
Quassia, rasped	lb.	.08	— .11
Powdered	lb.	.15	— .25
Quebracho Bark	**lb.**	**.25**	**— .30**
Quince Seed	lb.	.85	— 1.00
Quinidine, Alk., cryst.	oz.	.65	— .70
Sulph.	oz.	.45	— .60
Quinine, Alkaloid	oz.	.68	— .72
Acetate	oz.	.70	— .73
Bimuriate	**oz.**	**.67**	**— .69**
Bisulphate	oz.	.36	— .42
Carbolate	oz.	.82	— .84
Hydrochloride	oz.	.60	— .65
Hydrobromide	oz.	.62	— .65
Lactate	oz.	.68	— .72
Salicylate	oz.	.61	— .72
Sulphate, 100 oz. tins	oz.	.30	— .31
5 oz. tins	oz.	.35	— .36
1 oz. vials	lb.	.40	— .42
Tannate	oz.	.37	— .40
Valerate	oz.	.65	— .67
Rape Seed, English	**lb.**	**.12**	**— .14**
German	lb.	.10	— .12
Red Saunders	lb.		— .10
Resin, common	**lb.**	**.04**	**— .06**
Good, strained, per 280 lbs.			
Powdered	**lb.**	**.11**	**— .16**
Resorcin, pure white	lb.	2.75	— 3.00
Rhubarb, Canton	**lb.**	**.80**	**— .90**
Clippings	**lb.**	**.35**	**— .45**
Powdered	**lb.**	**.60**	**— .90**
Rhubarb—			
Powdered, extra tins.	**lb.**	**.75**	**— .90**
Rochelle Salt	lb.	.26½	— .35
Rose Leaves, pale	**lb.**		**— .45**
Red	lb.	2.25	— 2.40
Rubidium Bromide	**oz.**		**— 1.75**
Iodide, 1 oz. v.	ea.	2.25	— 2.50
Sabadilla Seed	lb.	.30	— .34
Saccharin	lb.	5.00	— 5.25
Saffron Amer. (Safflower)	lb.	.85	— .90
Spanish, true Valencia	lb.	13.00	— 13.25
Safrol	lb.	.35	— .40
Sage, Leaves, Italian	lb.	.36	— .40
Domestic	lb.	.38	— .42
St. John's Bread	lb.	.10	— .12
Salicin	**lb.**	**4.65**	**— 4.90**
Salol	lb.	3.80	— 4.00
Sandalwood	**lb.**	**.20**	**— .25**
Ground	lb.	.25	— .30
Sandarac, Gum, clean	**lb.**	**.32**	**— .36**
Santonin	oz.	4.25	— 4.75
Sar'ap'illa Root, Hon. cut	lb.	.55	— .60
Mexican, cut	lb.	.20	— .25
Powdered	lb.	.26	— .30
Sassafras, Pith	**oz.**	**.18**	**— .20**
Bark	lb.	.20	— .25
Saw Palmetto Berries	**lb.**	**.18**	**— .20**
Scammony, Resin	**oz.**	**.25**	**— .28**
Scopolamine Hydrobromide, 15 gr. vial	**ea.**	**3.00**	**— 3.30**
Hydrochloride, 5 gr.v.	**ea.**	**.75**	**— 1.00**
Senega Root	lb.	.52	— .62
Seidlitz Mixture	lb.	.22	— .28
Senna L'ves, Alexandria	lb.	.45	— .65
Powdered	lb.	.35	— .40
Tinnevelly, select	lb.	.32	— .36
Serpentaria (Va. Snake r't)	**lb.**	**.50**	**— .55**
Silver, Chloride	**oz.**	**.62**	**— .68**
Cyanide	**oz.**	**1.00**	**— 1.04**
Nitrate, cryst	oz.	.38	— .40
Fused Cones	oz.	.43	— .45
Stick (Lunar Caustic)	oz.	.44	— .48
Oxide	oz.	1.05	— 1.10
Simaruba, Bark of Root	**lb.**	**.24**	**— .30**
Powdered	lb.	.29	— .34
Skunk Cabbage	**lb.**	**.20**	**— .25**
Snakeroot, Canada	**lb.**	**.40**	**— .60**
Soap, Castile, green	lb.	.14	— .16
Mottled, genuine	lb.	.15	— .17
White, Conti's	lb.	.16	— .18
Powdered	lb.	.30	— .35
Soap Tree Bark, whole	lb.	.15	— .18
Cut	lb.	.20	— .24
Powdered	lb.	.20	— .24
Soda Ash	**lb.**	**.03**	**— .05**
Caustic, purified, fused.	**lb.**	**.25**	**— .30**
Sodium, Acetate	**lb.**	**.15**	**— .34**
Arsenate	**lb.**	**.20**	**— .55**
Arsenite, pure	**lb.**		**— .60**
Benzoate	lb.	3.10	— 3.40
From True Benzoic A.	**lb.**		**—**
Bicarbonate	**lb.**	**.02½**	**— .05**
C.P., powdered	**lb.**	**.10**	**— .14**
Bichromate	lb.	.20	— .25
Bitartrate	**lb.**	**.80**	**— .90**
Bromide	lb.	1.40	— 1.60
Carbon.(Sal Soda), 100 lbs.		**1.00**	**— 1.50**
C. P., cryst., U.S.P.	**lb.**	**.12**	**— .18**
Dried, purified	**lb.**	**.16**	**— .18**
Granulated	**lb.**	**.02½**	**— .04**
Chlorate	lb.	.22	— .32
Chloride, C.P.	lb.	.18	— .20
Cinnamate	oz.	.28	— .32
Citrate	lb.	.70	— .85
Glycerophosphate, 75%	oz.	.16	— .20
Hypophosphite	lb.	.90	— 1.10
Hyposulphite, cryst.	lb.	.04	— .06
Kegs, 112 lbs.	lb.	.02½	— .03
Granular	lb.	.02¼	— .06
Iodide (oz. .37—.42)	lb.	4.40	— 4.65
Lactophosphate	oz.	.14	— .18
Phosphate, cryst.	lb.	.07	— .10
Pure granulated	lb.	.08	— .12
Recrystallized	lb.	.11	— .13
Dried	lb.	.22	— .24
Phosphomolybdate	oz.	.45	— .50
Salicylate	lb.	3.50	— 3.80
From Oil Wintergr'n	lb.	3.00	— 3.25
Silicate, dry	lb.	.12	— .20
Liquid	lb.	.04	— .08
Sulphate (Sal Glauber)	lb.	.03	— .04
Pure cryst.	lb.	.08	— .10
Dry	lb	.08	— .12
Sulphide	lb.	.35	— .40
Sulphocarb (S'phophen.) and Potassium Tartrate (Rochelle Salt)	lb.	.23½	— .27
Spearmint Leaves, ozs.	oz.	.34	— .38
Spermaceti, cakes	lb.	.36	— .38
Spikenard Root	lb.	.25	— .35
Spruce Gum	**lb.**	**1.00**	**— 1.10**
Extra	**lb.**	**1.50**	**— 1.65**
Spirit, Ammonia, U.S.P.	**lb.**	**.54**	**— .69**
Spirit Ammonia—			
Aromatic	**lb.**	**.50**	**— .55**
Ether, comp.	lb.		— 1.75
Nitre, U.S.P.	lb.	.47	— .52
Spirits Turpentine	gal.	.57	— .62
Squawvine Root	**lb.**	**.20**	**— .25**
Squill Root, white	**lb.**	**.12**	**— .14**
Stillingia Root	**lb.**	**.18**	**— .22**
Powdered	**lb.**	**.23**	**— .30**
Stone Root	**lb.**	**.20**	**— .25**
Storax, liquid	lb.	.45	— .48
Stramonium Leaves	lb.	.28	— .34
Powdered	lb.	.34	— .39
Pressed, ozs.	lb.	.36	— .40
Seed	**lb.**	**.20**	**— .22**
Powdered	**lb.**	**.25**	**— .28**
Strontium Acetate	**oz.**	**.11**	**— .15**
Bromide	lb.	1.40	— 1.55
Iodide	**oz.**	**.32**	**— .37**
Lactate	**oz.**	**.12**	**— .16**
Nitrate, dry	lb.	.22	— .30
Granular, C. P.	lb.	50	— .55
Salicylate	lb.	1.50	— 1.75
Strophanthus, Seed, brown	**lb.**	**.65**	**— .85**
Green	**lb.**		**—**
Powdered	lb.	1.00	— 1.10
Strychnine, Acetate, 1-8th	**oz.**	**1.60**	**— 1.70**
Alk. pow'd, 1-8 oz. v.	oz.	1.15	— 1.25
Nitrate, 1-8 oz. v.	oz.	1.55	— 1.65
Sulphate, 1-8 oz. v.	oz.	1.15	— 1.25
Sugar of Milk, powd.	**lb.**	**.18**	**— .22**
1 lb. cartons	lb.	.20	— .25
Sulfonal, Bayer	**oz.**		**— 1.35**
L. & F.	**oz.**		**— .60**
Sulphonmethane, U. S. P.	lb.	6.50	— 8.25
Sulphonethylmeth, U.S.P.	lb.	8.00	—10.00
Sulphur, Iodide	**oz.**	**.35**	**— .40**
Flowers	**lb.**	**.02¼**	**— .04**
Lac., precipitated	lb.	.22	— .25
Roll	**lb.**	**.02½**	**— .04**
Washed	**lb.**	**.09**	**— .12**
Sunflower Seeds	lb.	.12	— .16
Talcum, powdered	**lb.**	**.04**	**— .06**
Purified	**lb.**	**.16**	**— .20**
Tamarinds	**kegs**	**2.80**	**— 3.00**
Tar Barbadoes	**gal.**	**.60**	**— .70**
No. Carolina, pt. cans.	**doz.**		**— .85**
Tartar Emetic	lb.	.60	— .68
Terpin Hydrate, 1 lb. car.	lb.	.45	— .50
Thymol	lb.	13.00	—13.50
Iodide, U. S. P.	lb.	6.75	— 7.50
Tragacanth, Aleppo, extra	lb.	2.35	— 2.50
Aleppo, No 1	lb.	2.30	— 2.40
Powdered	lb.	1.90	— 2.35
Turpentine, Chian, gen.	**oz.**	**.33**	**— .38**
Venice	lb.	.60	— .65
Artificial	lb.	.18	— .22
Uva Ursi	**lb.**	**.15**	**— .20**
Valerian Root, English	**lb.**	**.85**	**— .90**
Powdered	**lb.**	**.95**	**— 1.00**
German	lb.	.30	— .35
Powdered	lb.	.35	— .40
Vanillin	oz.	.60	— .65
Veratrum Viride, Root	**lb.**	**.15**	**— .20**
Verdigris, pow'd, pure	**lb.**	**.45**	**— .50**
Wahoo, Bark of Root	lb.	.45	— .50
Bark of Tree	**lb.**	**.25**	**— .35**
Wax Bay	lb.	.27	— .31
Bees, yellow	lb.	.45	— .52
White	lb.	.45	— .65
Carnauba, No. 1	lb.	.60	— .65
Japan	lb.	.18	— .23
White Hellebore, Root	**lb.**	**.09**	**— .14**
Powdered	lb.	.15	— .20
White Pine Bark	**lb.**	**.15**	**— .20**
Wild Cherry Bark	**lb.**	**.12**	**— .16**
Ground	lb.	.14	— .18
Willow Bark, black	lb.		— .18
White	lb.		— .25
Witch Hazel, Extract, double Dist.	**gal.**	**.70**	**— .80**
Barrels	gal.	.55	— .65
Wormseed (Chenopodium)	lb.	.16	— .18
Levant (Santonica)	lb.	1.65	— 1.75
Wormwood, bulk	lb.	.20	— .25
Yerba Santa		**.25**	**— .30**
Zinc, Acetate, 1 lb. bots.	lb.	.40	— .50
Bromide	oz.	.10	— .12
Chloride, fused	lb.	.39	— .40
Granulated	lb.	.30	— .40
Medicinal	lb.		—
Iodide	**oz.**	**.37**	**— .40**
Hypophosphite	oz.	.25	— .30
Lactophosphate	oz.		—
Metallic, C. P.	lb.	.35	— .45
Gran., free from As.	lb.	.45	— .60
Oxide, American U.S.P.	lb.	.16	— .22
Eng. Hubbuck's	lb.	.50	— .55
Permanganate	**oz.**	**.45**	**— .60**
Phosphide	**oz.**	**.20**	**— .25**
Salicylate	**oz.**	**.12**	**— .14**
Sulphate, crystals	lb.	.08	— .10
C. P.	lb.	.15	— .18

Importations of Drugs, Chemicals, Perfumeries, Etc.

Following is a list of the principal imports of drugs, chemicals, etc., at the Port of New York, from July 14 to July 20, 1915, inlusive, giving amounts in detail, name of consignee and port of shipment:

ACIDS—
120 cs. stearic, Nat'l Aniline & Chem. Co., Bordeaux.
100 csks. citric, Nat'l Aniline & Chem. Co., Marseilles.
100 bbls. citric, Perry, Ryer & Co., Marseilles.
40 csks. citric, Chas. L. Huisking & Co., Marseilles.
20 csks. citric, Banco Commercial Italiana, Palermo.
200 bbls. citric, Merck & Co., Marseilles.
40 csks. citric, Amerman & Patterson, Marseilles.
200 bbls. citric, Nat'l Aniline & Chem. Co., Marseilles.
75 bbls. citric, Perry, Ryer & Co., Marseilles.
20 csks. citric, Thomas Nevin, Marseilles.
72 drs. tar acid, West Disinfecting Co., Glasgow.
30 cs. acetic anhydrous, Schulz & Ruckgaber, Rotterdam.

ALBUMEN—
5 cs. blood, Lehn & Fink, Rotterdam.

ALCOHOL—
20 drs., Lanman & Kemp, Havana.

ALUM—
152 bbls., C. Tennant & Sons, Liverpool.

AMMONIA—
30 csks. carbonate, A. Klipstein & Co., Liverpool.

AMMONIAC—
20 csks. sal, C. de P. Field & Co., Swansea.

ARGOLS—
30 csks., Baring Bros. & Co., Liverpool.
580 bgs., Baring Bros. & Co., Leghorn.
253 bgs., London & Brazilian Bank, Leghorn.
168 bgs., W. R. Grace & Co., Valparaiso.
681 bgs., Chas. Pfizer & Co., Barcelona.
290 bgs., Brown Bros. & Co., Barcelona.
428 bgs., Tartar Chemical Co., Barcelona.

BALSAMS—
10 cs. copaiba, Meyer & Co., Maracaibo.
32 cs. copaiba, Bliss, Dallett & Co., Maracaibo.

BEANS—
1 cs. vanilla, W. Ingersol, Bordeaux.
16 cs. vanilla, Thurston & Braidich, Bordeaux.
4 cs. vanilla, H. Marquardt & Co., St. Lucia.
92 bgs., R. Fabien & Co., Banes.
11 cs. vanilla, H. Marquardt & Co., Marseilles.

BARIUM—
75 drs. binoxide, John Bene, Hull.

BARKS—
427 bs. cinchona, New York Quinine Co., Rotterdam.
115 bgs., Frank De Mercado, Belize.
84 bs. quillaya, Balfour, Williamson & Co., Havre.
1 bg., Broedermann & Litzrodt, Central America.
99 bgs. quillaya, W. R. Grace & Co., Valparaiso.

BAY RUM—
3 cs., A. J. Woodruff & Co., St. Thomas.
20 cs., Frank De Mercado, St. Thomas.

BERRIES—
173 bgs. juniper, Smith-Nickols, L. Hopkins & Co., Leghorn.
100 bgs. juniper, Nat'l Aniline & Chem. Co. Leghorn.
100 bgs. juniper, P. E. Anderson & Co. Leghorn.
100 bgs. juniper, Levy, Levis & Co., Leghorn.

BORAX—
3 csks., William Dixon, Inc., Glasgow.

CALCIUM—
1 cs. sulphite, G. A. & E. Meyer, London.

CARBONATE—
65 drs. copper, Holzapfels America Composition Co., Hull.

CASEIN—
267 bgs., A. Klipstein & Co., London.

CHEMICAL PREPARATIONS—
150 csks., Merck & Co., Rotterdam.
28 cs., E. Fougera & Co., Bordeaux.

COPRA—
155 bgs., Yglesias, Lobo & Co., Samana.
4 bgs., F. Baker & Co., Nuevitas.

CUTCH—
150 bxs., C. A. Spencer & Co., Liverpool.
100 bxs., Wissner & Stanton, Liverpool.

CUTTLEFISH BONE—
100 cs., Stallman & Co., Marseilles.
50 cs., Simpson, Spence & Young, Marseilles.

CRYSTALS—
4 cs. citric acid, Chas. L. Huisking & Co., Glasgow.
4 csks. citric acid, Amermann & Patterson, Glasgow.

CYANIDE—
100 cs., Baring Bros. & Co., Glasgow.

DIVI-DIVI—
466 bgs., A. Held, Puerto Colombia.

DRAGON'S BLOOD—
5 cs., Schieffelin & Co., London.

ERGOT OF RYE—
10 bgs., Parke, Davis & Co., London.
3 bgs., Brown Bros. & Co., London.

ESSENCES—
13 cs. lemon, Paul Bauer, Barcelona.
10 cs. lemon, Rockhill & Vietor, Messina.
300 ¼ cs. lemon, Brown Bros. & Co., Messina.
25 ¼ cs. lemon, McKesson & Robbins, Palermo.
110 ¼ cs. lemon, Dodge & Olcott Co., Messina.
1 cs. flavoring, W. J. Bush & Co., Inc., Glasgow.
76 cs., Davies, Turner & Co., Marseilles.
4 cs., Brown Bros. & Co., Marseilles.
15 cs., J. B. Horner, Catania.

EXTRACTS—
40 bgs., G. Amsinck & Co., Cartagena.
30 demijohns, Agna, Salut Co., Genoa.
3 csks. terebene, Holzapfels America Composition Co., Hull.
10 drs., Bernard, Judea & Co., Bordeaux.
500 bgs. quebracho, New York Quebracho Extract Co., Buenos Ayres.
10 csks., American Dyewood Co., Havre.

FLOWERS—
73 pgs. chamomile, Levy & Lever Co., Barcelona.
2 cs. saffron, P. E. Anderson & Co., Barcelona.

GLYCERIN—
357 bbls. 20 csks., Marx & Rawolle, Marseilles.
191 csks., Marx & Rawolle, Marseilles.
20 drs., Grasselli Chemical Co., Liverpool.
50 bbls., A. Klipstein & Co., Marseilles.

GUMS—
9 bgs. chicle, Eggers & Heinlein, Belize.
40 bgs. Borneo, Holzapfels America Composition Co., Hull.
13 cs. gum, McKesson & Robbins, London.
68 bgs. chicle, Venezuela Trading Co., Trinidad.
26 bs., Thurston & Braidich, Marseilles.
10 cs., Baring Bros. & Co., Marseilles.
19 cs. tuna, I. Brandon & Bros., Panama.
5 sacks ipecac, I. Brandon & Bros., Panama.
18 bgs. chicle, General Export & Commission Co,. Vera Cruz.

HERBS—
14 bgs., P. Ducas & Co., London.
22 bgs., P. E. Anderson & Co., London.
11 bbls. medicinal, McKesson & Robbins, Marseilles.
2 cs. medicinal, M. D. Angelo, Palermo.

INDIGO—
11 chests, Am. Dyewood Co., London.
47 chests, Parsons & Petit, London.
4 bs., C. L. Ransom, Vera Cruz.
7 chests, American Dyewood Co., London.
11 chests, J. P. Morgan & Co., Liverpool.

JUICES—
6 csks. lime, F. S. Maynard & Sons, Dominica.
550 cs. pineapple, Pin-Ap-Ola Co., Havana
200 cs. lime, Lehn & Fink, London.

KERNELS—
11 sacks locust, C. W. Jacobs & Allison Liverpool.

LEAVES—
22 cs. 13 cs. senna, The Centaur Co., London.
96 bs. senna, Centaur Co., London.
10 bs. buchu, Bruen, Ritchey & Co., London.
3 cs. dried, Bernard Judae & Co., London.
10 pgs. medicinal, Lehn & Fink, Bahia.
38 bs. 68 bs. 93 bs., Nat'l Aniline & Chem. Co., Marseilles.
5 bs. coca, McKesson & Robbins, South Pacific.
17 cs. 256 bs. senna, Brown Bros. & Co., Glasgow.
9 bs. buchu, P. E. Anderson & Co., Glasgow.
172 bs. dried leaves, Nat'l Aniline & Chem. Co., Marseilles.
99 bs. senna, American Trading Co., Liverpool.
45 cs. senna, McKesson & Robbins, London.
33 cs. senna, Dodge & Olcott Co., London.

LEECHES—
9 cs. blood suckers, G. Mascia, Naples.

LEES—
93 bgs. 215 bgs., Tartar Chemical Co., Marseilles.

LIME—
128 csks. 136 csks. citrate, Chas. Pfizer & Co., Messina.
83 csks. 88 csks. citrate, W. A. Brown & Sons, Messina.
91 csks. 88 csks. citrate, Perry, Ryer & Co., Messina.
25 cs. citrate, Powers, Rosengarten & Co., Central America.
50 bbls. 170 csks. carbonate, Nat'l Aniline & Chem. Co., Swansea.

LITHOPONE—
100 csks., Benjamin Moore & Co., Rotterdam

MADREPERIA—
161 bgs., Furness, Withy & Co., Naples.

MAGNESITE—
50 csks. calcined, C. B. Richard & Co. Rotterdam.
1,077 bgs. calcined, H. J. Baker & Bros., Rotterdam.

MEDICINAL & MISCELLANEOUS DRUG PREPARATIONS—
26 cs. drugs, A. Cook, Havre.
85 csks. drugs, Lazard Freres, Havre.
5 cs. medicine, Niebrugge & Day, Liverpool
17 cs. drugs, Dodge & Olcott Co., London.
31 cs. medicine, Thos. Nevin, London.
4 cs. drugs, McKesson & Robbins, London.
1 cs. medicine, Lehn & Fink, London.
7 cs. crude drugs, Brown Bros. & Co., Rotterdam.

OILS—
775 cs. olive, F. H. Leggett & Co., Genoa
100 cs. olive, Gallagher & Ascher, Genoa.
61 csks. palm, David C. Link & Co., Liverpool.
13 cs. essential, Lehn & Fink, Rotterdam.
90 csks. olive, Fred. Boehm, Ltd., Liverpool
115 cs. olive, G. Porget, Genoa.
100 cs. olive, G. Moehring & Co., Genoa.
570 cs. olive, G. Sasso & Son, Genoa.
100 cs. olive, Cella Bros., Genoa.
276 cs. olive, P. Pastene & Co., Genoa.
200 cs. olive, E. H. Locatelli, Genoa.
55 cs. olive, J. Albano, Genoa.
50 cs. olive, L. Bergonzi, Genoa.
50 cs. olive, W. A. Taylor & Co., Genoa
300 cs. olive, C. Maspero, Genoa.
4 bbls. olive, A. D'Avanzo, Naples.
90 cs. olive, Baring Bros. & Co., Naples.
10 bxs., W. A. Astlett & Co., Para.
600 bbls. seed oil, Mitsui & Co., Hongkong.
8 bxs. copaiba, S. C. Heymann, Bahia.
315 cs. olive, M. Carazol, Barcelona.
55 cs. olive, Austin, Nichols & Co., Barcelona.
70 bbls. olive, Strohmeyer & Arpe Co., Malaga.
100 cs. sulphine oil, John Munroe, Malaga.
6 cs. essential, 8 cs. olive, Lehn & Fink Malaga.
509 cs. olive, 100 bbls. skin oil, G. Amsinck & Co., Malaga.
34 bbls. skin oil, John Munroe, Cadiz.
66 bbls. skin oil, Nat'l City Bank, Cadiz.
50 bbls. olive, F. H. Leggett & Co., Malaga.
25 csks. palm, F. H. Cone, Monrovia.
13 csks. palm, Gravenhorst & Co., Monrovia.
500 cs. olive, Austin Nichols & Co., Bordeaux.

Importations—*Cont'd*

25 cs. olive, Walden & Co., Bordeaux.
329 cs. olive, Lazard Freres, Marseilles.
35 cs. olive, Bloomingdale Bros., Marseilles.
101 cs. olive, Ungerer & Co., Marseilles.
166 cs. olive, Meyer & Lange, Marseilles.
25 cs. olive, Weaver & Sterry, Marseilles.
25 csks. olive, E. R. Squibb Sons, Marseilles.
13 csks. olive, R. B. Aurris, Marseilles.
12 cs. olive, Falcon Packing Co., Marseilles.
100 cs. olive, F. Bigley, Marseilles.
271 cs. olive, G. W. Sheldon & Co., Marseilles.
140 cs. olive, Fiske & Brown, Marseilles.
283 cs. olive, Rockhill & Vietor, Marseilles
300 cs. olive, A. Chiris & Co., Marseilles.
3 cs. essential, Rockhill & Vietor, Marseilles.
15 cs. essential, R. F. Arnold & Co., Marseilles.
5 csks. seed oil, Oil Seeds Co., Marseilles.
1,030 cs. olive, Lazard Freres, Marseilles.
5 bbls. codliver, S. G. McCatter Co., St. John, N. F.
135 csks. cod oil, W. S. Job & Co., St. Johns N. F.
24 cs. orange, Gillespie Bros., Kingston.
12 cs. orange, J. E. Kerr & Co., Kingston.
11 cs. orange, M. V. Rodney, Kingston.
10 cs. orange, Int'l Hide & Skin Co., Kingston.
2,000 cs. camphor, Mitsui & Co., Kobe.
100 cs. olive, H. J. Heinz & Co., Seville.
1,175 cs. olive, Libby, McNeill & Libby, Seville.
88 cs. olive, E. Sanchez & Co., Seville.
50 cs. olive, J. Mulryn, Seville.
1 cs. olive, Allbright, Neil Co., Seville.
200 cs. olive, S. Birones, Seville.
80 cs. olive, Lazard Freres, Seville.
35 cs. olive, Armstrong Cork Co., Seville.
600 cs. sulphur oil, J. E. Kerr & Co., Seville.
200 cs. olive, F. H. Leggett & Co., Seville.
170 ¼ cs. lemon, Baring Bros. & Co., Messina.
20 cs. bergamot, Lehn & Fink, Messina.
1 pipe olive, Arnold Hoffman & Co., Leghorn.
3 cs. olive, American Shipping Co., Leghorn.
87 cs. olive, W. H. Schieffelin & Co., Leghorn.
112 cs. olive, J. Solari, Leghorn.
750 cs. olive, H. N. Romeo & Co., Leghorn.
100 cs. olive, Italian Import Co., Leghorn.
125 cs. olive, M. Ajello, Leghorn.
50 cs. olive, T. V. Lavole Co., Leghorn.
100 cs. olive, M. Schafini & Bro., Leghorn
150 cs. olive, P. Zammaliaro, Leghorn.
150 cs. olive, H. O. Connell, Leghorn.
340 cs. olive, Henderson Bros., Leghorn.
100 cs. olive, M. Schafini & Bro., Leghorn.
795 cs. olive, George W. Sheldon & Co., Leghorn.
30 csks. olive, A. Brown & Sons, Leghorn.
25 cs. olive, C. L. Flay, Leghorn.
50 cs. olive, F. Mosca, Leghorn.
60 cs. olive, G. Martincelo & Co., Leghorn.
10 bbls. olive, A. Cameron & Co., Leghorn.
252 cs. olive, John Munroe & Co., Leghorn.
25 cs. olive, P. Zanghi, Messina.
3 csks. olive, Hartfield Solari & Co., Palermo.
21 cs. olive, V. Inguglia, Palermo.
184 cs. 7 csks. olive, C. Friedenberg & Co., Palermo.
4 bbls. olive, G. Banna, Messina.
14 bbls. olive, O. Bellantoni & Co., Messina.
15 bbls. olive, R. Bellantoni, Messina.
4 bbls. olive, G. Rotando, Messina.
57 cs. olive, Henry W. Peabody & Co., Messina.
5 bbls. olive, A. Lofaro, Messina.
18 cs. olive, S. Antonino, Palermo.
7 csks. olive, A. Lopez, Palermo.
70 bbls. sulphur oil, Frank Boehm, Ltd., Glasgow.
2 drs. distilled oil of lime, Powers, Rosengarten & Co., Central America.
106 cs. olive, John Munroe & Co., Marseilles.
101 cs. olive, George Luеders & Co., Marseilles.
45 csks. olive, H. Kiengle, Marseilles.
10 csks. olive, Colie & Marver, Marseilles.
450 cs. 10 csks. olive, Calamont & Co., Marseilles.
60 cs. olive, G. B. Raffels, Marseilles.
460 cs. olive, Austin Nichols & Co., Marseilles.
75 bbls. peanut, Rutger Bleeker & Co., Marseilles.
25 bbls. olive, Kidder, Peabody & Co. Marseilles.
415 cs. olive, Knauth, Nachod & Kuhne, Marseilles.
1,316 cs. olive, Jas. P. Smith Co., Marseilles.
23 cs. olive, J. Friedenberg & Co., Marseilles.
2 cs. essential, Nat'l Aniline & Chem. Co. Marseilles.
4 csks. essential, Dodge & Olcott Co., Marseilles.
26 bbls. tissue oil, Lazard Freres, Marseilles.
15 cs. olive, G. Ascione, Naples.
6 csks. olive, Francesco Ambrosio, Naples
200 cs. olive, F. H. Leggett & Co., Genoa.
65 cs. olive, Acker, Merrall & Condit Co., Genoa.
50 cs. olive, Scaramelli & Co., Genoa.
115 cs. olive, Rome Importing Co., Genoa.
25 cs. olive, W. A. Taylor & Co., Genoa.
440 cs. olive, L. Gandolfi & Co., Genoa.
10 cs. olive, Caldwell & Co., Genoa.
100 cs. olive, Credito Italiano, Genoa.
209 cs. olive, Banco, Pianella Perea, Genoa.
110 cs. olive, Austin, Nichols & Co., Naples.
10 bbls. olive, R. H. Macy & Co., Naples.
14 bbls. olive, C. Fridenberg & Co., Naples.
7 csks. palm, Gerhard & Hey, Liverpool.
60 cs. olive, Churchill Drug Co., Liverpool.
100 bbls. cocoanut, C. D. Stone & Co., Liverpool.
90 csks. palm, Colgate & Co., Liverpool.
41 csks. palm kernel, Brown Bros. & Co. Liverpool.
108 csks. palm kernel, Smith & Schipper, Liverpool.
51 csks. palm, Colgate & Co., Liverpool.
25 bbls. cod liver oil, McKesson & Robbins Christiansand.
8 cs. almond oil, Lehn & Fink, London.
200 bbls. rapeseed oil, Vacuum Oil Co., London.
70 cs. Haarlem oil, Eastern Drug Co., Rotterdam.
45 cs. (72 bottles) 70 cs. peanut oil, Rutger Bleeker & Co., Rotterdam.
100 cs. Haarlem oil, Eastern Drug Co., Rotterdam.
11 cs. essential, Lehn & Fink, Rotterdam.
50 bbls. sperm, Hagemeyer Trading Co. Glasgow.
10 cs. Haarlem, C. Tilly, Inc., Rotterdam.
30 cs. Haarlem, Stallman & Co., Rotterdam.
210 cs. peanut, L. Leeming & Co., Rotterdam.
200 cs. eucalyptus, American Trading Co. Rotterdam.

ORCHIL LIQUOR—
5 csks., F. Bredt & Co., London.

OXIDES—
40 csks. iron, J. Lee Smith Co., Liverpool.
75 csks. iron, J. Coulston, Liverpool.
20 csks. iron, Kountze Bros., Liverpool.
13 csks. iron, Hansen & Van Winkle Co. Hull.
39 csks. iron, Wheelock, Lovejoy & Co. Liverpool.

PERFUMERY—
62 cs., A. Burgois & Co., Havre.
9 cs., T. D. Downing & Co., Bordeaux.
9 cs., Park & Tilford, Bordeaux.
1 cs., Dodge & Olcott Co., Bordeaux.
4 cs., P. F. Terrier, Bordeaux.
10 cs., J. Murphy & Co., Bordeaux.
46 cs., A. H. Smith & Co., Bordeaux.
32 cs., Donald Wilson, Bordeaux.
32 cs., Roger & Gallet, Bordeaux.
32 cs., E. Fougera & Co., Bordeaux.
6 cs., H. Dalles, Bordeaux.
29 cs., Chas. Baez, Bordeaux.
2 cs., Hensel, Bruckmann & Lorbacher, Havre.
1 cs., Dodge & Olcott, Havre.
4 cs., F. R. Arnold & Co., Havre.

PEPPERMINT—
102 cs., C. Voicly, Genoa.
6 cs., J. J. Koppes, Rotterdam.

PETROLEUM—
75,000 bbls. crude oil in bulk, Penn. Mexican Fuel Co., Tuxpam.
40,000 bbls. (1,680,000 gals.) crude oil, Penn. Mexican Fuel Co., Tuxpam.
3,500 bbls. crude oil, in bulk, Standard Oil Co., Tuxpam.
38,000 bbls. crude oil, in bulk, Standard Oil Co., Tampico.

PILLS—
170 cs., C. Dennery, Leghorn.

POMADE—
2 cs., W. H. Steiner & Co., Marseilles.

POWDERS—
120 bgs. soap, Cereal Soap Co., London.

QUICKSILVER—
100 flasks 200 flasks, McKesson & Robbins, Leghorn.

ROOTS—
6 bs. ipecac, R. Del Castillo Co., Cartagena.
17 bs. ipecac, Heilbron, Wolff & Co., Cartagena.
1 bg. ipecac, R. Del Castillo & Co., Puerto Colombia.
4 bgs., McKesson & Robbins, London.
11 bgs., Lehn & Fink, London.
6 bs. ipecac, G. Amsinck & Co., Santos.
1 ble. ipecac, Fidanque Bros., Bahia.
190 bgs. gentian, P. H. Petry & Co., Bordeaux.
34 bs. sarsaparilla, Goutard & Co., Bocas Del Toro.
2 bs. ipecac, G. Amsinck & Co., Rio de Janiero.
50 bs., J. L. Hopkins & Co., Marseilles.
16 bs., Ungerer & Co., Marseilles.
44 bs. licorice, Henry Utard, Marseilles.
9 bbls. sarsaparilla, M. V. Rodney, Kingston.
358 bgs. various, P. H. Petry & Co., Bibbaq.
8 bs. 8 bgs. ipecac, G. Amsinck & Co. Cartagena.
7 bbls. ipecac, DeLima, Cortissoz & Co., Cartagena.
10 bs. ipecac, R. Del Castillo & Co., Cartagena.
1 bs. ipecac, Heilbron, Wolff & Co., Puerto Colombia.
57 bgs. orris, Nat'l Aniline & Chem. Co. Leghorn.
32 bgs. orris, P. E. Anderson & Co., Leghorn.
245 bgs. orris, Brown Bros. & Co., Leghorn.
62 bgs. orris, Koning Bros., Leghorn.
27 bgs. orris, London City & Midland Bank, Leghorn.
12 bgs., J. S. Phillips, Barbados.
60 bs. ginger, W. J. Bush & Co., Inc., Glasgow.
20 pgs. sarsaparilla, H. Marquardt & Co. Vera Cruz.
1 ble. sarsaparilla, R. Del Castillo & Co., Vera Cruz.
60 bs., P. H. Petry & Co., Barcelona.

ROSIN—
15 csks. rubber rosin, Holzapfels America Composition Co., Hull.
24 pgs., D. Heydemann, London.

SALTS—
25 tons rock in bulk, W. A. Hazard & Co., Liverpool.

SEEDS—
108 bgs. mustard, John Kissock & Co., London.
170 bgs. mustard, Dwight Cruikshank, London.
4,284 bgs. castor, Castor Oil Co., London.
100 bgs. aniseed, Muller Schall & Co., Malaga.
77,718 bgs. linseed, American Linseed Co. Buenos Ayres.
76,517 bgs. linseed, American Linseed Co., Rosario.
140 bgs. malt, G. Amsinck & Co., Buenos Ayres.
42,651 linseed, A. Gips, Buenos Ayres.
184 bgs. castor, J. H. Rossbach & Bro. Pernambuco.
42,651 bgs. linseed, American Linseed Co. Buenos Ayres.
241 bgs. 603 bgs. mustard, W. R. Grace & Co., Valparaiso.
881 bgs. castor, Castor Oil Co., London.
900 bgs. caraway, Rosenstein Bros., Rotterdam.
300 bgs. caraway, J. Kissock & Co., Rotterdam.
241 bgs. mustard, W. R. Grace & Co. Coquimbo.
100 bgs. caraway, Frame & Co., Rotterdam.
1,500 bgs. poppy, Phelps Bros. & Co., Rotterdam.

SILVER—
66 cs. sulphide, W. R. Grace & Co., Antofagasta.

SOAP—
5 cs. toilet, F. R. Arnold & Co., London.
250 cs. castile, Lockwood & Co., Barcelona.
20 cs. castile, R. H. Macy & Co., Barcelona.
2 cs. toilet, A. Murphy & Co., Bordeaux.
2 crts., George Borgfeldt & Co., Seville.
40 cs., R. F. Downing & Co., London.

SODAS—
40 csks. yellow prussiate, J. D. Lewis, Rotterdam.
7,076 bgs. nitrate, W. R. Grace & Co., Antofagasta.
46,048 bgs. nitrate, A. Gips, Caleta Colosa.
11,429 bgs. nitrate, W. R. Grace & Co., Taltal.

Importations—*Cont'd*

21,155 bgs. nitrate, A. Gips, Tocopilla.
16,121 bgs. nitrate, Du Pont El. de Nemours Powder Co., Caleta Buena.

SPONGES—
21 bs., Leousi Clonney & Co., Havana.
24 bs., Leousi, Clonney & Co., Piraeus.
16 bs., Int'l Forwarding Co., Havana.
27 bs., A. Isaacs & Co., Havana.
31 bs., A. Isaacs & Co., Nassau.
571 bs., New York Sponge & Chamois Co., Nassau.

SULPHUR—
50 csks., Knauth, Nachod & Kuhne, Bordeaux.

SPICES—
250 bs. cassia, C. Standinger, Hongkong.
1,245 bgs. black pepper, Smith & Schipper, Singapore.
750 bgs. black pepper, R. & J. Henderso Singapore.
420 bgs. black pepper, Jas. W. Phyfe & Co., Singapore.
178 bgs. black pepper, A. Rumji & Co., Singapore.
100 cs. nutmegs, Patterson, Simons & Co., Singapore.
404 bgs. black pepper, J. H. Recknagel & Son, Singapore.
75 bgs. nutmeg, W. Tappenbeck & Koenig, Singapore.
213 bgs. black pepper, Archibald & Lewis, Singapore.
37 bgs. nutmegs, L. Littlejohn & Co., Singapore.
463 bgs. ginger, E. R. Durkee & Co., Liverpool.
108 bgs. ginger, Frame & Co., London.
2 bgs. ginger, 50 bgs. pimento, Chas. H Watts & Co., Kingston.
26 bgs. ginger, Frank De Mercado, Kingston
6 bbls. 53 bgs. ginger, M. V. Rodney, Kingston.
24 bgs. ginger, J. E. Kerr & Co., Kingston.
22 bgs. ginger, F. De Mercado, Kingston.
31 bbls. green ginger, Wessel & Nephew, Kingston.
336 bgs. ginger, Dodwell & Co., Kobe.
825 bgs. ginger, Baring Bros. & Co., Rotterdam.

SUMAC—
210 bgs., C. Tennant Sons & Co., Palermo.
980 bgs., A. Klipstein & Co., Palermo.
1,400 bgs., Schulz & Ruckgaber, Palermo.
308 bgs. 750 bgs., Gravenhorst & Co., Palermo.
350 bgs., R. Newmann & Co., Palermo.
104 bgs., F. Nicetoe, Palermo.
420 bgs., Bank of British North America, Palermo.

SYRUPS—
57 carboys, phosphoric, Baring Bros. & Co., London.

TALC—
537 bgs. talcum, Stanley Doggett, Genoa.
1,000 bgs. talcum, W. B. Daniels, Genoa.
1,200 bgs. talcum, L. A. Salomon & Bro., Genoa.
700 bgs. talcum, Binney, Smith & Co., Genoa.

TARTAR—
120 bgs. 259 bgs., Chas. Pfizer & Co., Marseilles.
545 bgs. 28 csks., Tartar Chemical Co., Marseilles.
200 bbls., Tartar Chemical Co., Marseilles.
109 bgs., 297 bgs., 49 bgs., Chas. Pfizer & Co., Marseilles.
194 bgs., Chas. Pfizer & Co., South Pacific.
8 csks., Chas. Pfizer & Co., Messina.
20 csks., Chas. Pfizer & Co., Messina.
62 csks., Tartar Chemical Co., Marseilles.
88 bgs. 142 bgs., Chas. Pfizer & Co., Marseilles.
214 bgs. 314 bgs., Tartar Chemical Co., Barcelona.
139 bgs., Tartar Chemical Co., Valencia.

VANADIUM—
3,600 sacks, American Vanadium Co., Callon.

VIRUS—
4 cs., W. H. Steiner & Co., Liverpool.

WATERS—
50 cs. mineral, F. H. Leggett & Co., Liverpool.
2 demijohns rose, S. J. Kohne Bros., Liverpool.
50 bbls. mineral, L. Smith & Co., Malaga.
125 cs. mineral, M. Mouquin & Co., Bordeaux.
10 cs. mineral, John Wanamaker, Bordeaux.
1 keg mineral, A. H. Verrill, Dominica.
10 csks. orange, Lazard Freres, Marseilles.
100 cs. mineral, Corallo, Italian Mineral Water Co., Leghorn.
132 cs. mineral, W. P. Bermagozzi, Genoa.
18 csks. mineral, Acker, Merrall & Condit Co., Liverpool.
56 csks. mineral, R. B. Henry & Co., Liverpool.

WAX—
9 cs. bees, D. Steengrafe, Cienfugos.
13 bgs. bees, F. Ricart & Co., St. Domingo City.
22 bgs. bees, F. Ricart & Co., Macoris.
2 bgs. bees, Muller, Schall & Co., La Romana.
7 bgs. bees, F. Ricart & Co., La Romana.
1 bg. bees, Yglesias, Lobo & Co., Samana.
20 bgs. bees, Muller, Schall & Co., La Plata.
10 bgs. bees, Dadant & Co., Havana.
4 bbls. bees, Wessel & Nephew, Kingston.
70 bs. bees, Laceles de Mercado, South Pacific.
100 cs. vegetable, Ayer, Bridges & Co. Moji.
125 bgs. carnauba, Smith & Nichols, Sutoya.
659 bgs. carnauba, D. Steengrafe, Sutoya.
309 bgs. carnauba, Strahl & Pritsh, Sutoya.
269 bgs. carnauba, D. Steengrafe, Ceara.
16 bgs. bees, Goldsmith & Co., Central America.
2 cs., Kingston, Hampt & Co., London.
32 cs. bees, Strahl & Pritsh, Rotterdam.

PROF. METCHNIKOFF BRINGS SUIT

Objects to Use of His Name by Berlin Laboratory, Ltd., Maker of "Intesti-Fermin"

Discussing the suit recently brought in the Supreme Court of New York City by Professor Elie Metchnikoff, biologist and director of the Pasteur Institute in Paris and winner of the Nobel Prize in 1908 for medical research, to prevent the use of his name and reputation in connection with a product known as "Intesti-Fermin," manufactured by the Berlin Laboratory, Ltd., of New York, H. Newell Reynolds, president of that concern, said that his firm was absolutely within its rights.

"All we have said in our circulars about Professor Metchnikoff," said Mr. Reynolds, "is that he was the discoverer of glyco-bakter and bacillus Bulgaricus, which is perfectly true. We have as much right to say that as we would have to say that Edison discovered the electric light.

"There are probably thirty firms manufacturing this bacillus in the United States and I suppose everyone of them uses the name of Professor Metchnikoff in its advertising.

"I have thousands of clippings," said Mr. Reynolds, "showing where Metchnikoff's name has been used by other firms. In fact, we have had many letters from scientists in Germany saying that it would be a positive discourtesy to Professor Metchnikoff not to use his name when referring to his bacillus. Nowhere in our literature do we say that Professor Metchnikoff has anything to do with our 'intesti-fermin,' we only say that he discovered the glyco-bakter used in its manufacture. The only possible objection which could be taken to our use of the name of Professor Metchnikoff in connection with our advertising would be if our product was not up to the standard set by him, and we are ready to prove that it is one of the best on the market. We are about to file a reply to the suit and welcome an early settlement of the case. If we are not within our rights, we want

PERSONAL MENTION

Dr. A. R. L. Dohme, president of Sharp & Dohme, the Baltimore manufacturing pharmacists, has started on a trip of the Far West, which will take him practically from the borders of Mexico into British Columbia, to the Pacific Ocean, and to the Panama Exposition. His wife and two daughters accompany him. He will be gone for several months and will visit every point of interest in the Far West, including the Grand Canyon of the Colorado, the Yellowstone Park, and every other great natural curiosity. While Dr. Dohme's trip cannot be called one of "See America First," he having made journeys to every country of Europe before, none the less he felt that every American who goes traveling ought to be able to say he has seen the beauties of his own country.

THAT PATENT MEDICINE PEDDLER

The South Carolina State Pharmaceutical Association, at its thirty-ninth annual meeting, held at Chick Springs, instructed its legislative committee to draft a bill to correct the patent medicine peddler evil and another measure to provide for the incorporation of the pre-requisite clause in the State pharmacy law. Resolutions adopted provided that the secretary take the necessary steps to affiliate with the N. A. R. D., that this officer should ascertain whether the State Examining Board would have to raise its standards to make itself eligible for membership in the National Association of Boards of Pharmacy, and that the association go on record as favoring more sanitary conditions in drug stores throughout the States, and protesting strongly against any but the sanitary service system at the soda fountains in these stores.

Chief Health Inspector Dr. Smith, of Greenville, gave an interesting talk upon what the pharmacist could do to promote the health of a city and at the same time add to the efficiency of the health authorities. He also decried the public drinking glass as a feature at several of the soda fountains in Greenville, his observations in this direction strongly favoring the institution of the individual service at every fount in the State.

Dr. Dacus, a pharmacist of Greenville, was elected to the Examining Board to succeed Harry Heintish. The association will meet at the Isle of Palms, Charleston, in 1916, dates to be decided upon later.

1915

ol.

Liver-

Liver-

Malaga.
, Bor-

rdeaux.
ica.
illes.
al Wa-

Genoa.
Condit

Liver-

omingo

ris.
o., La

omana.
mana.
o., La

ngston.
South

& Co.

Sutoya.
utoya.
utoya.
ara.
Central

am.

the
cific
two
nths
lud-
tone
Dr.
rst,"
fore,
eling
own

t its
cted
tent
the
har-
tary
D.,
ning
ligi-
s of
ring
ates,
vice

an
note
ency
ink-
in
ring
the

the
cia-
ates